IVAN DE MURARD

VENTURE MANAGER

ABOUT

- ivandemurard@hotmail.fr
- Paris
- +336 80 91 87 31
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LANGUAGES

English TOEIC 980/990

SKILLS

Hardskills Project Management, Product Management, CSM, B2B Sales, UX/UI Design.

SoftSkills Problem Solving, intellectual curiosity, coordination, creativity, adaptability

AGILE Kanban Method. Waterfall.

CRM Hubspot, Salesforce.

Tech Excel, PowerBI, Smartsheet, Trello, Airtable, JIRA, Figma, Miro, Notion, Front, Sharepoint.

VOLUNTEER EXPERIENCE

- October 2020: **Hackathon** "Recoder l'Habitat". **1st Prize Winner Team.**
- April 2020: **Hackathon** #HacktheCrisis, team HealthTeam.
- February 2017: **Innovation Competition**: "Invent Tomorrow's Cooperatives". **1st Prize Winner Team. Categories: «Food and Retail»**
- June – August 2012: Sales on NYC's **Greenmarkets** with **GrowNYC** NPO.

Entrepreneurial and innovation-driven professional.
Graduated in Agriculture & Food-business Entrepreneurship.
5+ years of experience in cross-functional IT project management.
2 years of experience in SaaS open innovation entrepreneurship.
Collaborative, creative, and intellectually curious mindset.

WORK EXPERIENCE

IT Project Manager From April 2024 to April 2025

FORTIL Paris

Mission for DomusVi - France's third-largest medico-social group.
- Renewal of client business tools, from project planning to the launch of a POC.
- Coordination of two SaaS vendors and internal teams: IT, Business, Sales, Legal.
- Management of the V-cycle phases: design, implementation, testing, and validation.
- Facilitation of two POCs, SaaS solution delivery, and validated acceptance testing.

Project Manager - IOT From 2023 to 2024

ALTEN Boulogne-Billancourt, France

Mission for Objenious (Bouygues Telecom) - France's leading IoT provider.
- Creation of a project monitoring dashboard for Billing, Sales, and IT teams.
- Aggregation of financial data and management of unpaid invoices recovery.
- Primary point of contact for client communications and issue resolution.
- Reporting and collaboration with internal teams (Legal, Accounting, IT, Sales).
- Facilitation of meetings with internal and external stakeholders.

CRM/Project Manager - Open Data SaaS - Smart City 2022

OPENDATASOFT Paris, France

Publisher of a SaaS data visualization solution.
- Managed a portfolio of 22 European cities and metropolitan areas.
- Coordinated clients and internal teams (Product, Sales, IT).
- Oversaw client projects from scoping to delivery and training.
- Monitored SaaS KPIs (data volume, platform usage, churn risks).
- Reported client feedback to Sales and Product teams.
- Delivered two client projects with zero churn.

Co-Founder/Sales/Project Manager - SaaS Data - Smart City From 2020 to 2022

SONOR Paris

Entrepreneurial SaaS data project focused on reducing urban noise pollution.
- Led a team of four in collaboration with La Banque des Territoires and Matrice incubator.
- Managed product and commercial development using Agile Kanban methodology.
- Secured two grants totaling €20K; developed a prototype; initiated commercial discussions.

SELF EDUCATION

Building Strategic Foresight Capabilities Since 2025

EDHEC Coursera

Power BI Data Analyst Professionnal Certificate Since 2025

Microsoft Coursera

AGILE & Product Management Training April 2019

Lion Paris, France

ACADEMIC EDUCATION

Masters 2 - Agriculture & Food Management & Entrepreneurship. From 2016 to 2017

IAE de Caen Paris, France