

JACQUES SCOFFONI

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WORK EXPERIENCE

PISCES DEATHCARE

New York, USA

Operations Manager

2022 – 2023

- Managed state expansion efforts, collaborating with in-state partners and state administrations to ensure compliance with legal regulations.
- Established licensing and permitting processes tailored to the specificities of each state's legal environment
- Streamlined internal operations by overseeing management of all SaaS systems (Hubspot, Stripe, Asana, Typeform) used by the company.
- Formulated and managed partnership relationships from selection to payment workflows, ensuring alignment with company goals.

COMMON LIVING

New York, USA

Project Manager / Operations & Implementation

2015 – 2021

- Managed, directed, and administered operations for 51 homes across 7 different cities.
- Oversaw all SaaS matters related to customer experience and support team management, utilizing tools such as Zendesk and Salesforce.
- Implemented policies to control expenses, including country-wide preventative maintenance contracts.
- Selected, implemented, and maintained IoT items such as lock systems, building-wide wifi systems, and camera systems.
- Served as the company-wide point of contact for all support teams on IoT matters, including SOPs, training, and troubleshooting.
- Managed all aspects of violations from various city agencies in collaboration with the legal team.
- Worked with the finance team to consolidate and refine the AP/AR ledgers.

CAMPUS COLIVING

New York, USA

Operations and Implementation Manager

2014 - 2015

- Led the selection and setup of new properties, ensuring alignment with company standards
- Fostered positive relationships between tenants, contractors, property managers, vendors, and landlords to enhance operational excellence
- Provided comprehensive financial reporting to senior management for New York operations.

ALTIOS INTERNATIONAL

New York, USA

Project Manager

2014

- Led business strategy development and implementation for foreign companies on the American market, resulting in successful expansion.
- Collaborated with partners to produce industry-specific market analysis, informing potential clients' decision-making processes.
- Maintained strong client relationships through ongoing coordination of their expansion efforts in the US.

PAEZ

Buenos Aires, Argentina

Business and Brand Development Consultant

2011 - 2013

- Cultivated and maintained strong relationships with key buyers, resulting in increased sales revenue.
- Led successful brand development initiatives in European markets to elevate the company's market position.
- Provided strategic consultation on production efficiency and outsourcing, as well as general management practices

SANGHA France

Marseilles, France

Business Development, Operations and Product Manager

2002 - 2009

- Drove revenue growth by identifying opportunities with both new and existing clients.
- Led successful product development processes from conception to sales, ensuring timely delivery and adherence to quality standards.
- Nurtured long-term partnerships with key French retailers and suppliers in Asia, contributing to overall business success.

EDUCATION

Columbia | Engineering

New York, USA

- Full Stack Web development coding bootcamp

2023

Institut d'Administration des Entreprises

Aix-en-Provence, France

- Master's Degree in International Business Management (with Honors)
- Bachelor's Degree in Advanced Corporate Management

2010

2008

Université Aix-Marseille III

Aix-en-Provence, France

- Bachelor's Degree in Quantum Chemistry
- University Certificate in Computer Science

2005

2004

ADDITIONAL INFORMATION

Bilingual: English and French, dual US/ French citizenships

Technology: Advanced IT hardware setup and configuration knowledge