

## Maxime Junca-Quintero

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### Professional Experience

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#### Founder

November 2021

Tenoris Analytics

Toulouse, France

- **Strategic leadership:** initiative-taking and governance of a project aimed at providing alternative financial data to retail investors.
- **Team management:** Building and coordinating a multidisciplinary team, ensuring effective collaboration and meeting deadlines.
- **Supervision of technical implementation:** Monitoring the progress of the project, ensuring that the strategic objectives are met. Bi-weekly meetings during production periods.
- **Strategic problem solving:** Developing solutions to production, organisational, financial and administrative obstacles.

#### Project Manager - Internship

January 2023 – June 2023

Amazon - Amazon Transportation Services (ATS)

London, United-Kingdom

- **Development of a solution** to obtain a consolidated view of the metrics used by the Amazon Transportation Services team, their categories, and their latest update status. This process significantly improves visibility.
- **Change Management**, unification and optimisation of internal reporting tools, improving visibility of metrics and operational decision-making.
- **Introduction to SQL** through in-house "Data at Amazon" training.
- **Close collaboration with technical and operational teams**, facilitating communication between stakeholders and ensuring alignment of project objectives with operational needs.

#### Project Manager – Innovation Scoring Tool

December 2023

Tenoris Analytics

Toulouse, France

- **Development of an innovation diagnostic tool** to assess companies' innovation capabilities, initially designed for an Intellectual Property firm, in close collaboration with innovation experts. This tool incorporates a comprehensive questionnaire for a structured assessment of innovation capabilities and strategies.
- **Technical direction and initial development of the solution**, including the creation of a prototype and continuous improvement based on user feedback.
- **Recruitment and management of a developer** to finalise development, incorporating advanced functionality to meet evolving user needs.
- **Engaged in discussions** for potential deployment in accelerator programmes and public innovation support organisations.

#### Project Manager – Executive KPI Mailing Tool

December 2023

Tenoris Analytics

Toulouse, France

- **Design of an automated messaging system** for monitoring and reporting administrative key performance indicators, aimed at preventing operational losses due to administrative errors. Automated weekly reporting, with detailed statistics on the processing of customer invoices and the follow-up of reminders, accompanied by specific alerts for overdue actions.
- **Operational analysis and strategic recommendations:** Carrying out an in-depth review of existing administrative processes to identify inefficiencies and proposing improvements such as reorganising the procedure library and updating the nomenclature.
- **Development of KPIs for processing customer invoices and monitoring reminders:** Integration of new functionalities into the database to ensure that invoicing deadlines are met and to optimise the customer reminder process.
- **Standardisation of procedures and creation of a single format:** Design of a compact process format (one page) for all recurring procedures, facilitating assimilation and rapid reference.

### Dublin City University (Dublin, Ireland)

BBA – CESEM specialism in Business Analytics

September 2022 – May 2024

- Acquisition of **analytical skills**. Mastery of Python, SQL and Power BI.
- **Operational and project management skills** reinforced by the operations management module.
- **Thesis on the contribution of patents to the market valuation of innovative companies**, using regression models and clustering analysis to synthesise data over a decade, focusing on R&D-intensive industries.

### NEOMA BS (Reims, France)

BBA – CESEM

September 2019 – July 2021

- **Quantitative Methods**: Further development of analytical and quantitative skills. (Final mark: 15/20)
- **Financial Analysis and Management**: In-depth understanding of financial principles and financial management. (Final mark: 18.30/20)
- **Management accounting**: Acquisition of management accounting skills. (Final mark: 18.20/20)

### Publications

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#### NXU Think Tank

Participation in discussions on the practical use of AI and its societal and economic impact.

([https://www.linkedin.com/feed/update/urn:li:activity:7076830828281901057?utm\\_source=share&utm\\_medium=member\\_desktop](https://www.linkedin.com/feed/update/urn:li:activity:7076830828281901057?utm_source=share&utm_medium=member_desktop))

### Letters of References & Portfolio

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For a detailed view of my professional and academic projects, and to access my letters of reference, please visit my e-portfolio: <https://maximejuncaquintero.github.io/>

### Skills and Qualifications

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- **Project management & leadership**: Experience in team coordination and stakeholder management, as illustrated by the projects mentioned above.
- **Data Analysis & Business Analytics**: Mastery of SQL and Python, analytics skills demonstrated through personal projects, my dissertation and various university projects.
- **Strategy & Business Intelligence**: Advanced understanding of business management tactics and strategic analysis, with the ability to transform complex data into actionable insights for business decisions.
- **Innovation & entrepreneurship**: Ability to design and implement innovative solutions.
- **Technical expertise**: Design of web applications and database management tools, involving the use of advanced technologies and systems administration.
- **Communication & multilingualism**: Ability to communicate effectively in several languages in a professional context, essential for interacting with international clients and multicultural teams.
- **Sector analysis**: Completion of a thesis analysing the impact of patents on the market valuation of innovative companies, demonstrating an ability to carry out complex and sector-based analyses.
- **Adaptability & change management**: Demonstrated flexibility in adapting to technical and organisational challenges, crucial for management and business strategy consulting.