

Nicolas Toulemonde



Contact

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Managerial Skills

- Analysis of client needs & customer relationship
- Creativity
- Team management & leadership with caring
- Implementation and optimization of processes
- Commercial and salary negotiations

Technical Skills

- Budget setting and monitoring
- P&L and financial analysis
- Creation and optimization of reporting tools

Computer tools

- Pack Office and especially Excel & Powerpoint
- Power BI, SAP, SAP analytics cloud, SAP business object (BI)

Languages

- French : native language
- English: advanced level
- Spanish: intermediate level

My Project

I am looking for a position as an Operations Manager or Project Coordinator (Project Manager, PMO) within a scale-up or a large company

Professional Experiences

- Portheault - Batibig Group : deputy Director October 2021 – May 2023 :** €4.5M in revenue, 35 collaborators. *Portheault is part of Batibig Group, specialized in building maintenance. It generates a turnover of €150M with 850 collaborators.*
Integrated into the Batibig Group's graduate program to train the future subsidiary directors.
Head of a business unit of 15 people and €2M in revenue, 20% increase in annual business volume. Maintaining revenue despite the loss of a client generating ¼ of the activity at the beginning of the position.
Customer Relations: development of a client portfolio, analysis of the needs, and management of commercial follow-ups.
Team management: team supervision on the field and in the back office, in France & Madagascar, construction sites supervision, salary negotiation, bonuses and objectives setting.
Implementation of processes and structuring: optimization of the ERP for order entries and supplier invoices, optimization of tasks within the entrusted scope to enhance coordination and strive for operational excellence.
Financial management: monitoring of the key performance indicators (revenue, EBITDA...), management of the WCR, treasury, budgets setting.
Supplier Relations: supervision of the purchases, negotiations with subcontractors and suppliers.
- KPMG : junior auditor September 2020 – March 2021 :**
Participation in audit missions within in the technology, media & telecommunications sector.
Accounting : audit of asset, treasury, supplier, customer, personnel and provision cycles.
Processes : review of procedures, especially concerning the separation of accounting tasks.
- Softbank Robotics : Europe financial controller assistant January – August 2020 :**
Company of intermediate size, global leader in humanoid robotics. Internship conducted in English.
Management control: participation in monthly closings (P&L and key performance indicators analysis), budget setting and monitoring.
Sharing of financial information: preparation and presentation of business reviews for various departments and the Executive Committee.
Creation & optimization of tools: creation of a business intelligence (BI) reporting for project cost tracking, reporting for payroll and intra-group re-invoicing management.
- Suez : central financial controller assistant July - December 2018:**
Business Line: recycling and valorization France, Services to companies (revenue of €1.4 billion).
Sharing of financial information: preparation of financial and budgetary reports for the Executive Committee.
Creation & optimization of tools: creation and optimization of Excel reportings.

Education

- Toulouse Business School : 2017 – 2021 :** Master 2 in Management Control and preparation for the DSCG (diplôme supérieur de comptabilité et de gestion).
Exchange program at Rangsit University in Thailand during four months, following the "international business" track.
- Le Wagon – Indonesia 2021 :** Intensive 9-week training to learn how to code a web application from scratch. Coding as part of a three-person team, for a website, that allows users to locate the best events worldwide.

Achievements & associative experiences

- Optimize : Co-founder of the entrepreneurship association of Toulouse Business School : 2017 – 2018 :**
Optimize was ranked 8th best student association in France by Le Parisien in 2019. It is now composed of 40 active members and continues to develop itself within the Toulouse ecosystem.
Achievements: TEDx conference, startup weekend, courses (e.g., how to create a mobile application).
- Azores to Morbihan crossing 2022 :** in a team of four members, covering a distance of 1,400 nautical miles, equivalent to 2,500 km.

Interests

- Passions :** history, oenology (discovering various wines of France, grape varieties, and ancient vintages), cinema.
- Sports activities :** sailing.