

Sylvie Deschamps

Proposal Manager

- September 1985
- Paris
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- French

About me

Generalist engineer, I am looking for new challenges and the possibility to mix my interest for mathematics, finance and project management.

Languages

- French
- English

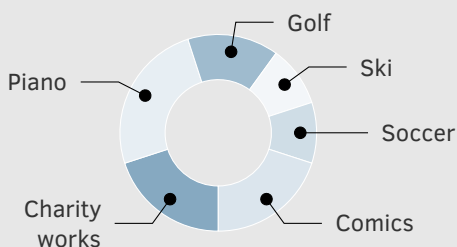
Hard Skills

- Python
- C++
- SQL
- MS Office





Soft Skills

- Problem Solving
- Flexibility
- Ability to Work Under Pressure
- Stress and Time Management




Interests




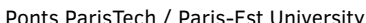

Working Experience

- since 2023 **Proposal Manager**  **Suez, Paris**
 - Responsible of responses for public calls for tenders
 - Coordination with technical, commercial, legal and financial teams
 - Coordination with external partners (process, architect, civil engineering)
 - Creation and deployment of the CAPEX cost evaluation tool
 - Projects : Brive, Amétyst (Montpellier) - Energy Recovery Units
 - Budget up to 300M euros
- 2018 – 2023 **Estimating Proposal Manager**  **Saipem, Paris**
 - Coordination with technical (Engineering, Methods, Operations) and commercial teams (Procurement, Subcontract, Estimation) to build a complete, accurate and optimized cost
 - Follow up of commercial qualifications
 - Qualitative and quantitative identification of project risks
 - Analysis of project expenses and revenue over time to obtain favorable payment conditions in the contract (cash flow)
 - Country : Angola, Brazil, France, Mozambique
 - Budget up to 1,500M dollars
- 2014 – 2017 **R&D Engineer**  **Saipem, Paris**
 - Coordination of R&D studies:
 - R&D of innovative solutions for LNG offloading system
 - Impact modeling of cryogenic leaks. Test campaign implementation
 - Management of an internal team (2 to 3 people) and several subcontractors. Coordination of a JIP between SAIPEM and INERIS
 - Technical and budgetary monitoring of the project
 - Coordination of innovation support sessions using TRIZ method
- 2010 – 2014 **Functional Architect**  **eFront, Paris**
 - Implementation of a management module for a fund
 - Management of a project team
 - Feasibility study of customer requests
 - Involvement in product performance issues


Previous Working Experience

- 2010 Concept Engineer / Data Scientist  **SBM Offshore, Monaco**
- 2008 Trader Assistant  **SG Corporate and Investment Banking, London**
- 2007 R&D Engineer  **National Oceanic and Atmospheric Administration, Boulder**

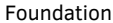



Education

- 2006 – 2010 **Diploma in Engineering**  **Ponts ParisTech**
 - Mathematics - Top-tier Engineering and Finance School
- 2009 – 2010 **Master 2 (research)**  **Ponts ParisTech / Paris-Est University**
 - Quantitative Finance and Mathematics
- 2003 – 2006 **CPGE**  **Lycée Louis-le-Grand**
 - Preparatory course for competitive exams - Mathematics

Patent

- 2019 Device for coupling two boats  **Saipem, FR3063277B1**

Certifications

- 2022 Prince2  **Foundation Level 2**
- 2020 Wine and Spirit Education Trust  **Coursera - Stanford**
- 2016 Machine Learning  **Coursera - Stanford**
- 2008 Private Pilot Licence  **DGAC**