



## Étienne POUGET

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Fast-learner with international experience seeking opportunity in Data Analysis Barcelona.

### Experience



#### 3scale - Barcelona

December 2014 - June 2016

**Sales & Events:** Generated leads, followed up on prospective clients through email, cold-calling and live events including product and Proof-of-Concept demos.  
**Content Creation:** Created sales materials and industry-targeted market reports. Published subset of results in the form of a blog post series (see Publications). Prepared promotional email campaigns targeted at the banking industry with [Marketo](#).  
**Data Enrichment:** Correlated scrapped information on clients with internal company database to better understand clients' needs. Tools utilized included: [Kimonolabs](#), [Import.io](#) and Chrome's [Web-scrapers](#).  
**Data Analysis:** Debugged and formatted financial data by creating Python algorithms. Ran data through SQL, executing joins, windowing and pivot functions. Created views and setup time and category filters with [PeriscopeData.com](#), a visualization tool.



#### Nanocloud - Paris

August 2013 - November 2013

**Strategy:** Composed Nanocloud business plan which helped to value the company at €7 million.



#### WHV - New Zealand

August 2011 - April 2012

**Various jobs:** Waiting tables in Wellington, farming with [WWOOF](#) organization across New Zealand.



#### LGBC - Versailles, France

June 2010 - July 2010

**Research:** Improved an experimental process incrementally on fruit flies.

### Education



#### NEOMA Business School, Reims, France

2012 - 2015

**Master's Degree:** Business Administration and Management, Corporate Strategy with honours



#### UVSQ, Versailles, France

2008 - 2011

**Bachelor of Science (BSc):** Genetic, Cellular and Molecular Biology

### Projects

**Machine Learning Helper (ongoing):** Coding an application to help select an algorithm. Currently plots a clean dataset into different charts. On the road map: documenting, cleaning and preparing dataset, executing machine learning algorithms. Hosting my projects through a reverse proxy (NGINX).

**Personal Blog:** Added a feature to [Pelican](#) to fit images into [Bootstrap CSS](#) carousel. Customized layout.

**Random name-generator:** Used statistics to return names relevant to an age range and displayed on site using HTML and CSS.

### Publications

[Streaming APIs Are Paving The Way For Real-time, Agile Banking](#); December 16, 2015

[Developers Will be the Cornerstone of the Banking APIs Revolution](#); September 25, 2015

[Financial Institutions are Embracing APIs](#); September 15, 2015

[European Banking Authority Opens a New Era of Open Banking](#); September 8, 2015

### Skills & Expertise

<b>Language</b>	Native	Bilingual	Advanced
<b>Strategy</b>	Marketing Metrics	Hybrid Strategy	Business Development
<b>Computer</b>	Office Suite	Python, SQL	APIs, SaaS
<b>Biology</b>	Cell Biology	Genetics	Biotechnology

### Interests

<b>Volunteering</b>	Camp leader, past	WWOOF NZ, past	NEOMA ALUMNI, current
<b>Overseas experience</b>	USA	South Korea, Taiwan	New Zealand
<b>Travels</b>	Iran	China, Mongolia	Eastern Europe, Ukraine
<b>Hobbies</b>	Cycling, Hikes	Sailing	Origami