



# 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-scraper](#).

**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

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

## Interests

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