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| **EDUCATION** | |
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| **Master of Business Administration**, **International Business** *(Minor: Finance)* | **December 2009** |
| University of Sherbrooke, Quebec, Canada |  |
| * *Contributor: Gentzoglanis A., & Henten, A. (2010).* [*Regulation and the Evolution of the Global Telecommunications Industry*](https://www.e-elgar.com/shop/usd/regulation-and-the-evolution-of-the-global-telecommunications-industry-9781848445888.html)*. Edward Elgar Publishing.* |  |
| * *Scholarship from the Government of Quebec to study abroad (6 months exchange with ESCEM Business School, France).* |  |
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| **Bachelor of Business Administration, Entrepreneurship and Marketing** | **April 2007** |
| HEC Montreal, Montreal, Canada |  |
| * *Full-tuition scholarship from the Canadian International Development Agency* |  |
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| **PROFESSIONAL EXPERIENCE** | |
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| **Business Development Bank of Canada, Montreal, Canada** | **2018 - Present** |
| *Canada’s largest Venture Capital fund with $2.5B assets under management.* | |
| ***Associate Principal, Co-investments*** |  |
| * Co-managed the $50M Go Capital fund, a seed fund dedicated to creating and supporting Cleantech, Biotech and IT in Quebec. | |
| * Quarterbacked over $35M in investments by leading all aspects of product-specific diligence, market analysis, modelling, structuring, legal documentation, negotiation, and investment committee presentations on four companies:   + *$XM convertible note investment in XXX (Autonomous Mobile Robots)*   + *$XXM equity investment in XXX (Educational Technology)*   + *$XXM equity investment in XXX (B2B Customer Lifecycle Management)*   + *$XM equity investment in XXX (3D Printing and Materials Engineering)* | |
| * Collaborated with the management and board of assigned portfolio companies on strategic execution:   + *$XM COVID relief package from the Canadian Government for XXX (Power Quality and Security)*   + *Forthcoming PIPE investment for XXX (LiDAR and Autonomous Driving Software)*   + *Market expansion and financing strategy for XXX (Autonomous Floor Scrubbers)*   + *Product portfolio and channel strategy for XXX (IoT Smart City Technology)* | |
| * Managed and built brand and relationships with more than 80 VC firms, startup accelerators, founders, and other members of the Canadian VC ecosystem. | |
| * Coached two junior analysts on investment analysis best practices (memo writing, research, modelling, etc.). | |
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| ***Associate, Co-investments*** | |
| * Co-led, with the Chair of the Board, the development of a post-merger strategic plan to increase revenue from $25M to $75M for a portfolio company. | |
| * Screened over 200 investments, representing more than $1B in deal flow for product market fit, management maturity, market size, business model, and sustainable competitive advantage. | |
| * Supported the modelling, structuring and negotiation of more than $70M in equity and debt investments across seven high-tech companies:   + $*XXXM equity investment in XXX (Food/Restaurant technology)*   + *$XXXM equity investment in XXX (Water Analytics)*   + *$XXM equity in XXX (IoT Smart City Technology)*   + *$XXM follow-on investment in XXX (LiDAR and Autonomous Driving Software)*   + *$XM equity investment in XXX (Exited to H&R Block for $500M)*   + *$XXM investment in XXX (KYC and Financial Crime Prevention Software)*   + *$XXM debt and Equity investment in XXX (Power Quality and Security)* | |
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| **SSENSE, Montreal, Canada** | **2017 - 2018** |
| *Canada’s largest and fastest-growing luxury e-commerce platform with over $750M in revenue.* | |
| ***Senior Advisor, Pricing Strategy*** |  |
| * Elevated the organization’s pricing intelligence from a cost-plus mindset to dynamic pricing that incorporates regional price elasticities, sell through rate, and other variables, by adopting a data driven approach and educating stakeholders that often-had conflicting interests. | |
| * Led a task force comprised of senior data scientists, brand and marketing VPs, merchandising and supply chain managers to work on the company’s first pricing algorithm that covered more than 200 luxury brands. The project took 6 months to implement and generated $10M in incremental revenues (~2% improvement). | |
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| **Bombardier Business Aircraft, Montreal, Canada** | **2014 - 2017** |
| *World’s leading Business Aircraft Manufacturer with over $7.5B in revenue.* | |
| ***Lead Economic Analyst, Market Analysis*** |  |
| * Lead a team of 5 analysts and managed all aspects of the economic modelling for the [*Bombardier Business Aircraft 10 Year Market Outlook*](https://businessaircraft.bombardier.com/sites/default/files/2018-03/market_forecast_en.pdf), a key input for the firm’s operational plan, presented by the CEO each year at the European Business Aviation Convention & Exhibition in Geneva. | |
| * Acted as the expert advisor on the total addressable market size for two new clean sheet aircrafts (*Global 7500/8500*), which represented over $5B in total investments, by providing the outlook for new and replacement demand, customer profiles, etc. | |
| * Pioneered the use of machine learning to improve the understanding of business aircraft pricing, market structure and dynamics by leveraging unused customer data in salesforce. | |
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| ***Economic Analyst, Procurement*** | |
| * Supported the negotiation of over $500M in cost reduction with more 60 suppliers across the globe as part of the Business Aircraft Segment turnaround plan in 2015, when the company was in financial distress. | |
| * Coached more than 50 supply chain agents through quarterly updates and presentations on labour and commodity market dynamics, fixed versus variable contract structures. | |
| * Advocated to HRBP and built the business case for the establishment of a training and personal development plan for supply chain technical staff to increase employee retention. | |
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| **Energir, Montreal, Canada** | **2010 - 2014** |
| *Canadian energy conglomerate with $7B+ in assets across the US and Canada.* | |
| ***Senior Advisor, Investor Relations*** |  |
| * Managed the relationship with five equity research associates and two credit rating agencies for all offline communications on financial modelling, management guidance, and any other topic pertaining to investor relations on Canadian and US segments. | |
| * Conducted market intelligence and monitored the financial and operational conditions of industry peers including their capital structure, share ownership, dividend policies and reported quarterly to the Board and Senior Management. | |
| * Drafted more than 20 senior executive speeches and related presentations for quarterly earnings calls and coordinated two investor days that included the tour of a new $750M wind farm project. | |
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| ***Advisor, Regulatory Economics and Rate design*** |  |
| * Responsible for the yearly rate calculations and econometric cost allocation to recover more than $500M of revenue requirements on 180,000 customers across five rate schedules. | |
| * Supported several negotiations in front of the Quebec Economic Regulatory Agency, including the authorized capital structure and return on equity for the natural gas distribution segment. | |
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| **MEMBERSHIPS AND PROFESSIONAL DEVELOPMENT** | |
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| **Active memberships** |  |
| * Canadian Venture Capital and Private Equity Association (CVCA) | 2018 - Present |
| * Réseau Capital (Quebec Venture Capital Association) | 2018 - Present |
| * CFA institute (Chartered Financial Analyst License: 6271990) | 2015 - Present |
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| **Certificates** |  |
| * University of Western Ontario - *CVCA Canadian Private Capital Investment School* | 2019 |
| * Kauffman Fellows and Techstars – *Venture Deals (Spring 2019)* | 2019 |
| * IMFx - *Macroeconomic Forecasting* | 2017 |
| * Wallstreet Prep - *Fundamentals of Financial Modelling* | 2013 |
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| **VOLUNTEER EXPERIENCE** | |
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| **Santropol Roulant, Montreal Canada** | **2019 - Present** |
| *Community food hub serving over 27,000 meals per year to more than 300 beneficiaries through a volunteer network.* | |
| ***Member of the Board of Directors and Treasurer*** | |
| * Chaired the finance committee and report to the Board of Directors on a quarterly basis about the organization’s financial health. * Lead the implementation of a new financial system, in line with the refreshed strategic plan and to ensured that the appropriate tools and procedures are in place to minimize financial and reputational risks. | |
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| **ADDITIONAL INFORMATION** | |
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| **Nationality/Work authorization(s):** Malagasy and Canadian passports | |
| **Languages:** Malagasy (Native), French (Fluent), English (Business) | |

This global leadership development program is a 12-month, full-time MBA program designed to prepare an elite group of global mid-career managers with the management skills necessary to magnify their impact as leaders and innovators.

Our guiding principles are to help you develop critical skills essential for future leaders; to instill a spirit of innovation through exceptional opportunities at Sloan and across MIT; to foster a deep spirit of community among Fellows; to provide a breadth of electives and depth through one-on-one relationships with senior faculty; and to offer flexible curriculum to allow you to tailor the program to meet your specific professional objectives. We accomplish this by maintaining a foundation in our three pillars of: leadership, innovation, and global perspective.

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