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OPEN FOR NEW MANAGEMENT CHALLENGES IN 2021,
PREFERABLY IN THE MOBILITY SECTOR

KEY SKILLS

- Business Strategy** | 20+ years of business experience in the automotive sector. Problem solving, digital business design and strategy. Avid user of business intelligence tools (Tableau, Power BI) and passionate promoter of data viz.
- Finance & Purchasing** | Varied financial planning and controlling assignments with big and small profit centers at Michelin. Vast knowledge and practice of sourcing tools and processes.
- Languages** | French, English & Spanish: fluent (translator for TED talks). German, Italian & Arabic: basic knowledge.

WORK EXPERIENCE

- VP Finance & Administration** | **Connected Mobility** 2017-2020
Steered a promising startup in the field of driving data analytics. Coordinated services and hardware sourcing, as well as Privacy and Legal functions with support from DLA Piper. Contributed to M&A and partnership due diligence projects.
 Member of DDI management team with specific focus on operational excellence and financial performance
- Purchasing Category Manager** | **Group** 2012-2017
Direct report to the Services Purchasing VP. Set worldwide procurement strategy and ensured proper execution on the Travel, Fleet & Mobility category (200+ M€ spend in over 50 countries). Multiyear contract negotiations with AF-KLM, Delta, LeasePlan, CWT...
 Achieved average spend savings of 5+ % per annum; optimized supplier payment term (+2 days per annum)
- Senior Corporate Development Analyst** | **Group** 2008-2012
Direct report to the Senior VP for Group Strategy. Handled economic analysis of key competitors' industrial and commercial projects. Designed a complex database on tire trade balance evolution worldwide. Coached 4 analysts in charge of day to day media monitoring; frequent briefs and presentations to Group Executive Committee members.
 Contributor to Michelin Group's strategic progress especially regarding agility and customer centricity
- Procurement Optimization Project Leader** | **Group** 2007-2008
Contributed to 10+% TCO savings on indirect procurement categories. Coached buyers, internal clients as well as technical specifiers to better challenge specs and service levels expectations. Built action plans based on Roland Berger methodologies.
 Developed a can do attitude to bring Michelin Purchasing team to new performance levels.
- Sales Controlling Manager** | **France** 2003-2007
Managed a team of 6 controllers responsible for setting annual sales and budget goals, monthly monitoring and reforecasting for France B2B business unit (net sales : 500M€). Accountable for financial data quality on SG&A, deferred rebates, commercial funds...
 Highly valuable experience in people management in such a high stakes context as Michelin France
- Business Development & Sales Controlling** | **North America** 1999-2003
Financial analysis and training for key Michelin dealers in North America. Sales controller for Michelin Mexico (100M USD in sales).
 Vibrant experience both professionally and culturally. Highly valuable experience assisting Michelin Mexico Commercial Director.

EDUCATION

- Digital Transformation Facilitator Certificate** 2019
- International Master in Management** 1996-1999
EM Lyon English Track bilingual program. Team captain and bronze medalist at 1998 PwC Global Management Challenge. One-year internship as a junior consultant at EDS France in 1998 : prepared and presented target organization to executive committee.

OUTDOOR SPORTS ENTHUSIAST

- Personal best : 3h25min at Paris Marathon 2008
- 750 jumps over 10 years, French record holder for big way formation in 2014 (104 skydivers)
- Urban commute as well as long distance cycling (100k +)
- French boat license. EM Lyon team member at the EDHEC Regatta 1997