Benjamin Bouju

Head of Transformation Factory at SCALIAN Operations
Performance
Paris et périphérie

Expérience

SCALIAN Operations Performance
Head of Transformation Factory
août 2019 - Present (3 ans 2 mois)
Paris Area, France

Scalian
Bid Manager at Scalian Operations Performance
octobre 2016 - Present (6 ans)
Région de Paris, France

Morpho Safran
Project manager
mai 2011 - septembre 2015 (4 ans 5 mois)
Paris, France

In charge of the software and firmware (embedded software) development
teams for Morpho's bioscrypt products: fingerprint and face access control
devices.

Management:
• Led software development teams; ensured on time delivery of software
applications to governmental services and high profile companies.
• Worked with internal stakeholders to solve customers' problems; advised the
product manager on what corrections/enhancements to be implemented based
on customer's feedback, resulting in customer satisfaction.
• Created specific tools and processes for managing an outsourced
development team: put in place weekly meetings, metrics and spread sheets.

Pre-sales/Business Development
• Organized workshops in order to identify customers' requirements and to
suggest software solutions adapted to their needs.
• Wrote project proposals: technical specifications, pricing, resource allocation
and project schedule.

• Presented and validated project proposals in front of customers and internal stakeholders
• Supervised the development and deployment of software solutions on customers' sites: progress report, milestones indicators and support follow up.
• Consolidated and expanded business relationships with existing customers by facilitating technological changes through coaching and discovery sessions.

Support:
• Created the level 3 support process and piloted the level 3 support teams across UK, USA, Morocco, India.

ALTEN
Software Development Consultant at Morpho
août 2010 - mai 2011 (10 mois)
Paris, France

Worked on the Unique Identification Number (Aadhaar Number) project initiated by the Indian government:
• Software development for integrating a fingerprint sensor (MorphoTop sensors) into the Aadhaar system.
• Software support on the certification of the MorphoTop sensor in India.
• Software support on the MorphoTop sensor deployment in India.

Formation

Imperial College Business School
Full time MBA, Master in Business and Administration · (2015 - 2016)

ECE Paris
Master's Degree in Engineering, Embedded systems · (2007 - 2010)

University of California, Irvine
University Extension, Business Management and Manufacturing · (2009 - 2009)

北京工业大学
Semester Study Abroad (SSA) program, Chinese and Engineering · (2009 - 2009)