

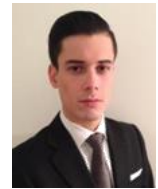
KIRSCH ROMAIN

French

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Birth Date: 30/06/1989

**WORK EXPERIENCE**

HaloMoney (CompareAsia Group)

VC Associate

Jakarta, Indonesia**07/2015 – Today****Responsible for Business Strategy and Operations:**

- Modelling call center budget, revenue generation, optimization (including HR costs)
- Design and implementation of KPIs for Operations and Marketing departments
- Monitoring daily operations' performance for process optimization
- Preparing analysis and providing insights on strategic, financial and operational topics
- Leading the analysis on the new vertical launch: market sizing, business model, recruiting, process flow and business plan
- Preparing the monthly reporting for the board of investors

PT. Kirsch International Solutions

Founder and Managing Director

Jakarta, Indonesia**01/2014 – 04/2015**

- Performed strategic analysis for various industries: market analysis, competitive landscape, customer segmentation and market trends
- Conducted internal diagnostic of French companies regarding their expansion method: performing financial analysis, competitive benchmarking and business plan modelling
- Delivered presentation to 30 potential Indonesian distributors of the products/services offered by the French companies: conduction C-level client interviews, formalizing reports to top management, conducted interview to develop recommendation for revenue generation
- Achievements:
 - o Helped more than 10 French companies to penetrate Indonesian market – Turnover: 300K €
 - o Increase sales of more than 100K € for one French company in the medical device industry
 - o Delivered 10 reports for French medical device companies – 7 retained – sales results not communicated
 - o Delivered 1 report for powder milk industry and water treatment – sales increased by 20% in SEA Region

Indonesian – French Chamber of Commerce

Visiting Associate

Jakarta, Indonesia**01/2014 – 01/2015****Worked on cross-functional strategic projects:**

- Carried out market potential validation for 5 French companies
- Performed scanning of potential partners and Audit for 5 French companies
- Project feasibility determination
- Worked with the CEO for identification and presentation of potential investment for Indonesian companies in France: in-depth market research, competitive landscape, financial analysis, business plan modelling and formalizing reports

Orsys

Strategy and Business Development Associate

Paris, France**08/2012 – 12/2013****Appointed primarily on corporate development duties:**

- Prepared pitch presentation and assisting senior management in business development meetings: monthly meetings, increase of 15% on sales volume for each portfolio team
- Worked with the top management for the definition of a new remuneration plan for business engineers: forecast savings of 500K€
- Conducted extensive analysis for the opening of a new office in France: business plan, revenue cash-flow forecasting

Entrepreneurial Business Project**Quebec, Canada****01/2012 – 07/2012****Created an e-platform in order to maximize airlines' profitability:**

- Performed Financial analysis and identification of improvement points on 7 airlines (Air Canada, Delta Airlines, Air Transat, American Airlines & West Jet)
- Defined of new sales channel for airlines order to optimize their turnover and empty cargo space
- Prepared Business Plan and investor pitch deck

EDUCATION

GRENOBLE SCHOOL OF MANAGEMENT Ranked 5th in France
Msc in Management - Top 15%

09/2007 – 08/2012

LAVAL UNIVERSITY Ranked 3rd in North America
MBA – Business Administration in International Management - Top 10%

01/2012 – 07/2012

LEADERSHIP EXPERIENCE

- Team leader of the winning group of an entrepreneurial business project at Laval University
- Brown belt of Judo – won several regional competitions

LANGUAGES & IT SKILLS

- Fluency in English, French and working proficiency in Spanish
- Full mastery of Microsoft office (Excel, PowerPoint, Word) and databases (ThomsonOne, Bloomberg, Mergermarket)

VOLUNTEERING EXPERIENCE

- Mentor at Startupbootcamp: the world's largest accelerator for FinTech startups
- Mentor at Vayani: online Indian art retailer with a strong social commitment