

# Esteve Aqachmar

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Business Development professional with 10 years of experience in product strategy, business transformation, risk management. Expertise in cybersecurity and cloud technologies in private and public sectors. Significant experience driving long-term operational change. Demonstrated adaptability to multiple business contexts in Europe and Japan. Passionate about building actionable insights for customers.  
Looking to grow in the cloud technology sector. Relocated to the U.S. in 2024.

## Experience

**French Ministry of Finance and Economy** Paris, France  
Business Operations Director, Foreign Investment Controls November 2021 – November 2023

- Pioneered a new business process to protect companies from technology leaks during M&A transactions. Delivered a 5x increase in YoY case reviews and doubled anomaly detection rates.
- Onboarded 100+ users across 15 agencies by organizing design-thinking workshops, product demos and feedback integration to drive adoption of a transformation plan. Liaised with IT & Dev teams to deploy operational tools.
- Managed planning and execution of the roadmap by leading a decentralized team of 23 auditors.
- Deployed a training strategy and a user-friendly playbook to empower subject matter experts during audits.
- Led a 5-person team for M&A-screening and mentored new members to accelerate their integration.

**Thales Group** Paris, France  
Product Strategy Manager - PMO, Corporate Strategy & Marketing January 2018 – November 2021

- Acted as a central hub for product competitiveness programs by overseeing 12+ strategic projects improving value propositions, pricing and product-lifecycle efficiency based on customer needs.
- Led the design of dashboards for Sales Operations to track recurring revenue (215 product lines, 1.5K products, 600 users) through needs-analysis with technical experts to deliver a global visibility over product performance.
- Coordinated RFI & RFP to procure a Group-wide SaaS roadmapping solution on a hybrid-cloud.
- In charge of organizing monthly *Group Product Policy Boards* and documenting steering committees.

**Center for National Space Studies** Tokyo, Japan  
Market Intelligence Analyst, French Embassy in Japan March 2015 – March 2017

- Organized 3 space policy forums to promote aerospace partners (Airbus, Thales, Safran) within international negotiations, resulting in the first-ever government-level agreement on space tech between France and Japan.

**Airbus Defence & Space, Launchers & Satellites** Paris, France  
Competitive Intelligence Analyst, Strategy Department September 2013 - March 2014

- Created 20 competitor profiles and enhanced market studies with insights on government spending and regulation.

## Education

MA International Business Affairs, Political Science Institute of Aix — France  
MA Law, Economy, Management, Political Science Institute of Aix — France

## Skills

Tools            Excel, PowerBI, Tableau, R, SQL, Python, Linux  
Languages    English (fluent), French (native), Japanese (conversational)

## Certifications

- AWS Cloud Practitioner Certification
- Google Data Analytics Professional Certificate
- Value-Based Pricing, Thales Group