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54 years, married, 2 children

Strong management experience
Full mobility

SENIOR MANAGER – BUSINESS DEVELOPER

Management skills – Project Management experience

- ❑ **Manage teams of experts while ensuring the synergy of efforts.**
 - *Support of 110 expats and local employees (plus families) in the UAE.*
 - *Ensure harmonious relationship between all parties.*
 - *Arouse needs and prepare both technical and commercial solutions for foreign and French customers in the Defense sector.*
- ❑ **Listen, analyze, coordinate, control and decide.**
 - *Locally manage all kinds of human crisis situations.*
 - *Manage and lead training projects in France and abroad.*
 - *Lead joint exercises in Africa and the Middle East.*
- ❑ **Commanding Officer of a French Navy ship during the last French nuclear tests campaign**
 - *Command, coordinate and control multidisciplinary teams in various crisis situations.*
- ❑ **Manage profit centers and cost centers.**
 - *Manager of major projects (budgets higher than 10M€ - final average net profit higher than expected).*
 - *Managing Director of the DCI Representative office in the UAE (annual budget 1M€)*
(DCI: Defense Conseil International – www.groupedci.com)

Multinational

- ❑ **Multinational experience.**
 - *Managing Director of the DCI Representative office in the UAE for 2.5 years.*
 - *Project management in the Middle-East (Saudi Arabia, Kuwait, Qatar)*
 - *European (Instructor in the British Naval Academy 2 years) - African (Djibouti 1 year, long stays in Senegal, Chad, Central-Africa)*
 - *Good knowledge of the Muslim countries (numerous contract negotiations in Malaysia and in the Middle-East – numerous canvassing missions as Business Development Director of the naval activities of DCI).*
- ❑ **Ability for negotiation and to state an official position.**
 - *Represent DCI towards the civilian and military high Authorities in the UAE.*
 - *Successful trade talks with Kuwait, Malaysia, Saudi Arabia, Qatar, Slovenia, Pakistan*
 - *Successful trade talks with French Armament companies (DCNS, THALES) for contracts to be carried out outside France (Saudi Arabia, Brazil, Russia)*
 - *Total amount of contracts signed prior to leave France in 2012 (from January to May): 45 M€*

Aeronautics – Maritime patrol aircraft

- ❑ Air Navigator and flight tactical team leader
 - *1200 Flight hours day and night (search at sea, military activities, desert navigation)*
- ❑ Expertise of various challenging and demanding environment: sea, desert, arctic sea
- ❑ Approach of the flight safety
 - *Risk assessment matrix. Definition and conduct of a flight safety action plan.*

Education and teaching skills - Training

- ❑ In charge of several classes of Royal Navy cadets at BRNC Dartmouth (Devon - UK).
 - *6 entries of 20 cadets. Theoretical and practical individual education and training.*
- ❑ Experience of head to head teaching (individual and classroom).
 - *« Ab initio » maritime training and theoretical/practical tests to drive ships at sea.*
- ❑ Project manager of training activities for foreign trainees at DCI (Middle-East, Eastern Europe, Asia)
 - *More than 500 trainees trained (foreign officers and petty officers)*
- ❑ Creation and development of the generic training and e-learning projects (AICC, SCORM) at DCI
 - *Annual turnover higher than 3M€ for 11 years.*

Major steps of the work experience

- ☐ **2015 – 2016** **Project Manager and Senior Business Analyst** at Naval Advanced Solutions
 - **Business Dev activities (technical and commercial proposals, market analysis, Studies),**
 - **Development of new activities and services in the company,**
 - **Project management.**
- ☐ **2012 – 2015** Managing Director of DCI in the UAE
 - Representation towards Emirati MOD and MOI, GHQ of the UAE Armed Forces, CICPA.
 - Administrative and logistic support of 110 employees and their families.
 - Management of the cost center budget (1M€).
 - Complete reorganization of the office (new procedures, cost reduction, employees' tasks, suppliers, location of business occupancy): ISO certification awarded in July 2014.
- ☐ **2009 – 2012** Director of Business Development at DCI/NAVFCO (DCI naval branch in Paris)
 - Control of: Training Need Analysis, technical offers, commercial offers prepared by the Project Managers,
 - Bid manager for the Naval Branch of DCI, Negotiations, Contract finalization.
 - Numerous contacts with foreign customers (government, local companies)
 - Development and implementation of partnerships (with French and foreign companies and with French and foreign universities)
- ☐ **2005 – 2009** Head of the Warships projects Department at DCI/NAVFCO
- ☐ **2001 – 2005** Project Manager at DCI/NAVFCO (Naval training Division)
- ☐ **1987 – 2001** Military career as naval officer of the French Navy - several appointments with various responsibilities and many stays abroad and overseas. Ability to manage different crisis situations in a multinational environment (UN peacekeeping operations, Iran/Irak, Chad, Kosovo...)
- ☐ Retired from the French Navy since June 2010 (rank: Navy Captain (equivalent to Colonel))

Degrees and qualifications

- | | |
|--|------|
| <input type="checkbox"/> Master Degree: Executive MBA - HEC Business School Paris | 2009 |
| <input type="checkbox"/> Advanced Military Qualification Degree | 1999 |
| <input type="checkbox"/> RNSETT NVQ level 3 (Royal Navy) | 1996 |
| <input type="checkbox"/> Radar Detection & Electronic Warfare Degree (French Navy) | 1991 |
| <input type="checkbox"/> Officer of the Watch and Air Navigator Certificates | 1988 |
| <input type="checkbox"/> French Naval Academy Engineer Degree | 1987 |

Languages / IT skills

- ☐ English: fully fluent
- ☐ French: Mother tongue
- ☐ German: school level
- ☐ Arabic: learner
- ☐ Office software: MS Office suite.

Hobbies

- ☐ **Reading:** history, history novels...
- ☐ **Sport:** running, nautical activities...
- ☐ **Cooking**

Others

- ☐ Knight of the Legion of Honor (Légion d'Honneur is the highest French national order)

Personal motto

- ☐ A challenge has to be addressed and, doing so, with success.