

NCA ENTREPRENEUR

FREDERIC DUFOUR

SEARCH START

January 2023

REGION

France

LANGUAGES

French / English /
Spanish25+ Years of
Experience

SELECT EXPERIENCE

- **LPG Systems** – Board member and CCO, Esthetic and medical devices.
- **Laboratoires Dermatologique d'Uriage**– Vice President of Sales - Dermo Cosmetic products.
- **Biocodex**- GM Russian Affiliate, Medicine products.
- **Yves Saint Laurent** – GM Russian affiliate & Export director.

INDUSTRIES

Luxury cosmetics (e.g. skincare/perfume/makeup)
Medical device (mostly sold in Pharmacy or through hospital tenders)
Medicine products

EDUCATION

- **MBA**- Ecole Centrale -Supelec
- **BA**- EDHEC Business School



SKILLS

LEADERSHIP

- Over 25 years managing large & multicultural teams in France and abroad
- Multiple senior management roles at LPG - Uriage
- Expert in transforming business models to create sustainable growth

ORGANIZATION & PROACTIVITY

- Structured many business units in France and many affiliates abroad
- Digitalized business through organized and innovative policies of influencing and social network feeding
- Developed turnover with clear structured roadmaps

INDUSTRY EXPERTISE

- Commercial & Marketing management of brands through product development, trade marketing structuration, merchandising, e-commerce, marketing and social media.
- Financial management of the activity through budget process and reporting implementation.
- Robust business experience in creating value by setting up organization coherency and vision on turnover development in France and abroad.

➤ For further information about Frederic's Search Fund, please contact: frederic.dufour@novastone-ca.com