

CV AYMERIC MASSIANI

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French/Luxembourgish

Languages: English, French, Portuguese, Italian, German

Age: 28 yo | Single | Driving Licence International

Strategic Procurement Role

(Global Commodities/Futures/Energies/Risk/Industry/Indirect)

Procurement consultant in my international procurement consultancy & trading firm, I am looking for a **Procurement Role**. I would like to apply risk management to strategic procurement & project management to team management in a top firm.

Expertise developed: **Metals** markets, Ferrous (i.e. steel, stainless steel), Non-Ferrous (i.e. copper, lead), Precious (i.e. gold, diamond), **Energies** (i.e. electricity, gas, oil) price drivers to leverage negotiation, as well as **Capex** and **Indirect** spends.

5 Years of experience as international trader, international buyer, project manager government advisor, regional buyer and strategic procurement consultant.

Competences:

- > Costs Reduction (- 5% better than global automotive)
- > Cash Flow & Delivery Performances Optimization
- > Quality Betterment (new products implementation)
- > Supplier Relationship Management (New, Actual, Reduction)
- > Payment Term Extension (+ 15 days better than average)
- > Hedging Strategies (LME, COMEX, SHME, FOREX) for Purchasing

Computer skills & Trainings:

- > SAP, BW, Bloomberg, DB rating, Oracle, Xerfi, Outlook & Pack Office
- > GRE 86% - 06.2015
- > DGCX Commodities Professional Program (DCPP) - 05.2015
- > TOEFL 90% - 09.2008
- > Finance for Non-Finance Manager | Federal Mogul - 04.2013
- > Candidate HBS & Insead MBAs

WORK EXPERIENCE

Founder & Managing Director | **Glocal Commodities Consulting** | Europe & Middle East

May 2015 – Today

SME French, AED 240K expect revenue, EMEA - Procurement Consultancy <http://www.glocalcommodities.com/>

- > Launched Company, find business partners
- > Discuss with investors, launched fund raising procedure
- > Create online presence
- > Presentations to regional CEOs, acquired Mid-Size industrial clients
- > Run procurement consulting missions in UAE
- > Trade commodities with top UAE gold/diamond/oil firms and refineries

Achievements

- Save up to 15% of client purchasing spend (turnover + 5%)
- Implementation of professional procurement procedures and agreements for long term cost savings
- Trade commodities and energies efficiently linking mines and rigs to global leading industrial users.

Middle East Strategic Sales Consultant | **Numismatica Genevensis SA** | UAE

Apr – May 2015

Global Leading SME Swiss, undisclosed turnover, 20 empl. - Numismatics currencies & Gold Trading <http://www.ngsa.ch/>

- > Report to founder & world famous Doctor in Numismatics
 - > Present Middle East Sales strategy
 - > Execute sales after review through Ministries, Museums, Art Galleries & every key stakeholder of Historical regional actor.
- (Moved from full time to contract based position in May 2015 as no current need for full-time position)

Achievements

- Influencing Middle East regional decision makers. Leverage middle East historical knowledge to create sales opportunities.

Middle East Sales Development Consultant | **B-Negoce** | Dubai, UAE

Feb – Apr 2015

SME, undisclosed turnover, 3 employees, WW – Commodities & Energies Trading

- > Report to cofounder and former CAC40 Sales director
- > Influence key stakeholders and international investors
- > Acquired expertise in fine arts (paintings), jewellery, hotels, real estate, bank M&A (global regulations & market trends)
- > Developed knowledge of oil products trading
- > Negotiations, sales development & administrative support

Achievements

- Raise Middle East company awareness. Registered first class partners for physical trades.
- Initiated international deals (EUR 1 million) & launched procedures (on going projects).

Global Research Analysis | **Global** | Personal interest to resume ASAP to full time position after year off

Oct – Nov 2014

-> Metals/Energies prices market dynamics with supportive network: employees, CEOs & Politics globally (i.e. NY, SH, FFM, UAE)

Achievements

- Spotting price variables and market drivers to forecast and review market opportunities.

Procurement Consultant | **SME Price Cost Killing** | Montpellier, France

Jun – Sep 2014

SME French, turnover undisclosed, 4 employees, France – Procurement

- > Report to creator and director
- > Cost killing missions in heavy industry in France

Achievements

- Generate cost savings on client procurement (3 times daily consulting fee) and client presentation.

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| Global Commodities Analyst & Regional Buyer Federal Mogul Corporation Frankfurt, Germany <i>FTSE Company American, USD 7 Billion Revenue, 45,000 employees – Automotive</i> http://www.federalmogul.com/ -> Report to global BU purchasing director -> Acquired expertise in metal procurement -> Implement monthly summit (<i>commodities & energies</i>) -> Use risk management policies to secure long-term cost savings on three economic zones (EMEA, NA and ASIA) scope –\$500M -> Cost savings cash optimization | -> Influenced key stakeholders and international management -> Bi-annual major spend negotiations with financial preparation -> Payment terms optimization (<i>avg +15 days</i>) -> Beat automotive average performance by 16% | Aug 12 – Aug 2013 |
| Achievements <ul style="list-style-type: none"> Conducted successfully strategic negotiations with key suppliers (<i>25% savings, turnover: + 2,5%</i>). Spearheaded scrap metal project: scrap revalorisation on 20 plants globally implementing formula & growth sales value. | | |
| Global Business Unit Purchasing Analyst Valeo Paris, France <i>CAC 40 French – EUR 12 Billion revenue, 75,000 employees – Automotive</i> http://www.valeo.com/ -> Report to global Business Unit purchasing director -> Purchasing KPI optimization & global analysis MoM, QoQ | -> Influenced key stakeholders -> Metals fundamental markets & prices analysis | Jul 10 – Mar 2011 |
| Achievements <ul style="list-style-type: none"> Monthly redaction of procurement division financial reports. Conducted market researches for new industrial developments (<i>i.e. opening plant on Russian market</i>). | | |
| Global Market Analyst AsiaGo2Market Ltd. Shanghai, China <i>Start-up Hong Kong, undisclosed revenue, 10 employees – Semiconductor industrial consulting</i> http://www.siliconsemiconductor.net/directory/company/Asia%20Go2market,%20Ltd/ -> Report to director & owner - former VP Alcatel Lucent -> Revised strategic business-plan & market opportunities | -> Global market analysis semiconductor industry | Jun – Sep 2009 |
| Achievements <ul style="list-style-type: none"> Weekly inside market fundamentals presentations, spot innovative opportunities and global market competition. | | |
| Export Project Manager Alphamac International Trading Co. Shanghai, China <i>SME Chinese, CNY 32 millions revenue, 200 employees – International industrial trading</i> http://www.alphamac.cn/ -> Report to the company director & owner -> Online auctions, panel reduction -> Spearheaded marketing activities | -> Managed global industrial trades project (<i>budget: USD 500,000</i>) -> Sourcing manager, CRM &SRM -> Managing 4 employees | Apr – Aug 2009 |
| Achievements <ul style="list-style-type: none"> Brought net cash (net cash +\$200 000). Manage full supply chain from suppliers to customers. | | |
| Support Purchasing and Sales Department (Internship) VEGA 3 Shanghai, China <i>SME Italian – EUR 40 Million revenue, 250 employees – Food and Beverage industry</i> -> Report to country managing director (<i>China</i>) -> Customers and suppliers database consolidation -> Support sales & marketing department SIAL (<i>world's largest Food and Beverage fair</i>) | -> Supported purchasing and sales department -> Online negotiations & reverse bidding: FMCG products | Jan – Apr 2009 |
| Achievements <ul style="list-style-type: none"> Optimize company cash (<i>net cash +\$50,000 up to budget</i>). Lead global advertising campaign for clients & new departments. | | |

EDUCATION

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| MSc Degree of International Purchasing Management (<i>with Honours</i>) and CIPS Qualification Kedge Business School (<i>Bordeaux/France</i> , AACSB member - rank #1 European Master in Procurement Management) | 2011 – 2012 |
| Part Time Global Executive MBA of Economics (validated in Portuguese language) Fundação Armando Alvares Penteado (<i>São Paulo/Brazil</i> , AACSB member - rank #5 South American MBA) | 2010 |
| BBA focus on Supply Chain Management, Procurement & International Trade (<i>with Honours</i>) IPAG Business School (<i>Nice/France</i> , AACSB member - top 20 French Business School - focus international) | 2007 – 2010 |
| A-Level Cours Fènelon (<i>Toulon/France</i> , French Catholic Private High School - top 20 French High school) | 2005 |