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Consultant

I completed an International MBA degree in collaboration with IBM. The first semester of the programme was based in Pau, followed by a second semester at the National School of Business of Bangalore. I specialized in leadership, innovation management and international strategies. Having worked with Indian students for a year, and conducted research in Indian companies, I have also gained extensive knowledge and experience in the management of cultural differences. The MBA completes my Masters studies in sustainable and social business, which has been an extremely important step at a personal level because of my interest in green issues.

My diverse professional experience, from summer jobs to more added-value positions, has provided me with a broad business perspective, and an understanding of the importance of key business levers. Through my studies I have acquired extensive knowledge in marketing and CSR issues in a changing world.

Currently I am Sustainable Development Project Manager at Toshiba France.

I am a highly motivated and adaptable individual, with the ability to offer innovative ideas. I am also ready to be an active player in any projects you might trust me with.

If you require any further information, please feel free to contact me. I would of course welcome the opportunity to attend an interview.

Yours faithfully

Work experience

Since March 2011	Project Manager - Project & Sustainable Development Department Mission: Communication and Marketing tasks Supply Chain and Buying tasks Sustainable development focused tasks
August 2010 October 2010	Consultant Mission: Duties: Identification and analysis of the Indian and French food retail best practices (benchmarking), the customers' expectations (surveys) and the industry trends to determine recommendations for RELIANCE FRESH (660 stores) in term of business development. Skills acquired: cultural differences management, analysis abilities, open-mindedness, customer value creation understanding, CRM, project management methods.
June 2009 September 2009	Sales manager's assistant Castorama - Grenoble - France Mission: Advise in floor covering (stone floor, earthenware, wooden coatings, and linoleum). This job obliged me to get a massive knowledge in a short time to be efficient and client satisfaction oriented.

July 2008
October 2008

Machine operator

AlSCO, Pty Limited - Cairns - Australia

Mission: Regulation and filling of machines, orders checking, reception of the new products.

I worked in a multicultural team (Philippine, Korean, Australian, Chinese...) and we had to respect the customers needs and expectations without forget the economic efficiency and the the firm's attempts.

June 2008
October 2008

Kitchen-hand

Duke's Restaurant - Queen's Court Accomodation - Cairns -Australia

Mission: Receipt of fresh products, kitchen cleaning, dishwasher, preparation of some dishes.

This job train me to do more in the same time respecting customers needs, quality and reliability.

June 2007
August 2007

Collective sports salesman

Go Sport - Grenoble - France

Mission: I was chosen a second time because the HR manager and my former manager in 2005 were satisfied of my results.

July 2006
August 2006

Wharehouseman

GIE (fruit cooperative) - Tain L'Hermitage - France

Mission: Warehouseman in cold storage.

I had to respect delay, quality and quantity attempts,types of products needed and special order from customers from all over Europe.

May 2006
June 2006

Sales representative

Messidor association - Valence - France

Mission: Sales representative for an association working in the reintegration into employment of mentally unstable people.

Duties: Creation of databases, acquiring specific knowledge (labour and taxation laws), prospecting companies to propose garden maintenance services (151 firms contacted, 29 quotes).

Skills acquired: autonomy, negotiation, forward planning, initiative, adaptability, better understanding of the French social economy.

Means: Company car, office, freedom in the choice of my priorities.

July 2005
August 2005

Salesman

Go Sport - Valence - France

Mission: Collective sports salesman.

July 2004
August 2004

Outer maintenances

Old person's houses

Mission: This job was formative because old people are often very exigent customers.

Diplomas and education

January 2010
December 2010

MBA at the National School of Business of Bangalore - India & the International Business School of Pau – France, signed by IBM

MBA in association with IBM at the National School of Business of Bangalore - India & the "Grande Ecole" of Pau - France (accredited business school).

Area of specialisation: Leadership, innovation, strategies, knowledge management, cultural differences, competitive advantage

January 2009
December 2009

Master degree at the International Business School of Pau - France

α Master's thesis: "Second-hand market and responsible consumption: contribution to the knowledge of the second-hand purchase motivations"

α Guest speakers: François Perrot (CSR), Raphaël Choserot (fair trade), Patrick Taffignon (green designing).

Area of specialisation: Social and sustainable business, fair trade, association and NGOs management, marketing and ethics..

September 2007
December 2008

Bachelor degree of Business at the International Business School of Pau - France

Business, management, economy

Area of specialisation: English (6 months in Australia)

September 2004
June 2006

IUT TC (techniques de commercialisation) - Valence - France

Two year university degree in Business Techniques.

Area of specialisation: marketing, sales, logistics, economy, communication, advertising, management

September 2001
June 2004

E. Mouniers Secondary School - Grenoble - France

High school diploma (equivalent of A Levels) in Economics Major

Area of specialisation: economy

Computing skills

Software

Sphinx (statistic software)

Skype; Gotomeeting

Office and basic SQL language knowledge

Basic knowledge in video assembly software

Language skills

English

Speaking competence: Fluent, **Written competence:** Fluent

French

Speaking competence: Native speaker, **Written competence:** Native speaker

Italian

Speaking competence: Fluent, **Written competence:** School level

Spanish

Various

Others experiences

2009 Creation of a fictive fair trade firm with 5 years forecasts. The project was based in India linking fair trade, sustainable development and recycling. Grade A obtained by one of the creator of Max Havelaar France. (Master Degree Project)

2006: Audit mission for FINGERPRINT, a web agency, in order to create supports (brochures) to represent the website creation activity and to help the sales representative. (Romans-sur-Isère, France, 3 months) (Two year university degree project)

2005: Audit mission for a crocodiles farms (La Ferme aux Crocodiles) in order to improve my negotiation level and to create some support, to provide some new ideas to the sales representative. (Valence, France, 1 month) (Two year university degree project)

Green and social issues

Fair trade, sustainable development, biodiversity, green technologies, audit and reporting...

Associative commitments

2007 – 2009: HR Manager at the "ESC PAU Job Service", an association suggesting jobs for students.

2005 – 2006: Responsible for partnerships of the IUT's students association (AIV).

2005: Event planner: Creation of an event to raise 500€ for the fight against AIDS (29 AIDS tests; prevention to 3000 students).

2006: Volunteer organizer for the FUC (Festy Urban Contest) of Valence (Skate, Bmx, roller, concerts during 3 days).

Travel

Discovering of new people and arts (Italy, Greece, Australia, Fiji, India); Australia.

reading

Novels, magazines (Courrier International), various newspapers.

Sports

football, running, mountain bike, snowboard (level leisure).