

Duo-citizenship: American and French  
Double residence: Holiday, Fl (USA) and Paris, France (EU)  
Willing to relocate and travel extensively anywhere

International Manager and Consultant for Blue Chips Performance Improvement. Expertise in the supply chain, customer service and production line connected departments. Excellent aptitudes in team management, change management, training and coaching with an extensive practice of lean management, process reengineering and management systems installation. Sales oriented individual.

## CAREER SUMMARY

### **Organization & Management**

- Management systems definitions, process reengineering, company restructuring.
- Total Quality tools, Kaizen and Lean Management systems implementation.
- Management coaching and training pertaining to problems solving and change.
- Staff training and management.
- Software specifications and development.
- Sales, customer relations, marketing analysis.
- Expense tracking, budgets determination and corporate reporting.

Types of management experience:

- ✓ Hierarchical: 22 employees.
- ✓ Projects: 2 to 10 team members.
- ✓ Functional (Matrix): 12 profit centers.

### **Websites Development and Administration**

- ➤ Projects definitions and specifications.
- ➤ Websites design, development and maintenance.
- ➤ Content management, Marketing and Advertising.

Examples of achievements:

- ✓ ✓ About one hundred websites developed, positioned and operated.
- ✓ ✓ Conceived, developed and deployed a search engines positioning system.
- ✓ ✓ Developed an online catalog based on the XML-ECS data exchange protocol.
- ✓ ✓ Enhanced productivity to over 500K visitors/month/worker.

## WORK HISTORY

- 2003 – 2008     **Freelance Consultant**  
2 consulting jobs alongside:  
1) Change Management projects for Blue Chips Companies as a subcontractor  
EARTH PARTNERSHIP – New New-York, USA – Consulting firm  
2) Websites Conception, Development and Administration  
On own account and for small businesses.
- 2002 – 2003     **Project manager** – Performance Improvement and Contract Assistance  
GFI CONSULTING – Issy Les Moulineaux 92, France – Consulting branch
- 2000 – 2001     **Engagement Manager** – Performance Improvement Consulting  
AGAMUS CONSULT – Paris 8, France – Blue chips consulting
- 1999             **Investor** – Capital Markets  
Self-employed, personal investment
- 1995 – 1998     **Manager** - Sales Administration, Billing, Analysis + Cross domains projects  
DHL FRANCE – Villepinte 95, France – International freight and logistics
- 1990 – 1995     **Sales Department Auditor** (during 2 years)

Sales perimeter of €150 M, costs of €20 M, 60 sales representatives, 12 sales offices.

**Financial Consolidator and Controller** (during 1 year)

Consolidation perimeter of €400 MM, 7 subsidiaries and business units.

**Senior Organization Consultant** (during 2 years)

CABLES PIRELLI – Saint Maurice 94, France – Power and communication cables.

1987 – 1990 **Senior Internal Auditor** – Finance, Strategy and Organization

GROUPE GEODIS – Paris 17, France – Warehousing and transportation.

1984 – 1986 **Management Consultant** – Performance Improvement

P.A.R. (DELOITTE TOUCHE) – Neuilly 92, France – Consulting Firm.

## **EDUCATION**

1983 MBA Program – University of Texas at Austin – USA

1981 Bachelors of Economics – University of Texas at Austin – USA

Minor in Psychology and Business Administration

1984-2008 Ongoing training:

- ✓ Computer tools
- ✓ Project management
- ✓ Production and logistics planning
- ✓ Sales techniques
- ✓ Financial consolidation.

## **FOREIGN LANGUAGES**

French Perfectly fluent.

Spanish Practice of Spanish as a consultant in Spain.

## **COMPUTER TOOLS**

Office MS Office, Lotus Suite.

Planning MS Project, PSN, ARTEMIS.

Data Base MySQL, Oracle, Business Object, Query, Access, Filemaker Pro, ZIM.

Analysis Merise and Axial methods, Casewise software.

Web PHP, HTML, Javascript, Action script, Dreamweaver, Flash, Fireworks, Photoshop.