

# International MBA CV Book

Class of 2022-2023

 early makers  
since 1872

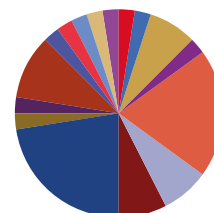
**em**  
**lyon**  
business  
school

# Class profile

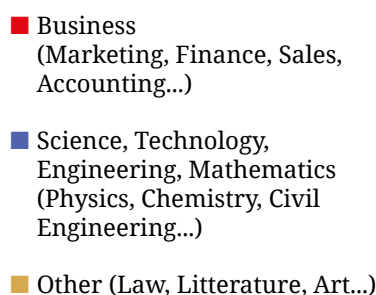
emlyon's early maker pedagogy is rooted in the belief of «doing to learn, and learning to do». Through carefully designed courses, in-depth specializations and hands-on learning, the **International MBA** allows participants to develop the skills they need to become leaders in their fields. Each cohort is unique and diverse, made-up of successful men and women from many different industries all around the world.

## Nationalities

16 nationalities



## Academic background



## Who are they?



**40**  
Numbers  
of participants



**32**  
Average age



**16**  
Number  
of nationalities



**8**  
Average  
of experience



**62%**  
men



**38%**  
women

# Dalia ALKHATIB



in

 **Tel.: +33 7 80 78 89 91**

 **Email: edalia.alkhatib@edu.em-lyon.com**

 **Nationality: Palestinian**



## Profile Summary

A self-motivated and detail-oriented MBA candidate eager to contribute to team success through hard work, determination, and excellent organizational skills. A clear, logical mindset with a simple approach to solve problems. Currently seeking a position in which managerial skills and engineering mentality can be properly used and further developed in order to enhance my career at a company with an innovative atmosphere that allows for learning and growing.



## Education

### 2022 – 2023

#### emlyon business school – International MBA

- International Masters of Business Administration-General

### 2012 – 2017

#### An-Najah National University– Civil Engineering

- Minor in Environmental Engineering.



## Professional Experience / Major achievements

### 2019 – 2022 ■ Shakaa and Khatib Contracting Company

- Estimate quantities and cost of materials, equipment, or labor to determine project feasibility.
- Review all construction projects design submittals and ensure forms are properly filled out per standards.
- Direct, review, or approve project design changes.
- Review, recommend or approve contracts or cost estimates.
- Manage the coordination and overall integration of technical activities in architecture or engineering projects.
- Assist in the preparation of bid packets containing important information such as project drawings, blueprints, and specifications.

### 2018 – 2019 ■ Venice Consulting Office

- Support structural engineering design through analysis and simulation of structural computer models.
  - Compute load and grade requirements, water flow rates, or material stress factors to determine design specifications.
  - Provide technical advice regarding design, construction, or program modifications
- ‘Challenge the Change’ on the impacts of climate change.



## Languages

### Arabic (Native)

### English (Bilingual)

### French (Beginner)



## Competences

- Analytical Thinking
- Project Planning
- Problem Solving abilities
- Detail-Oriented and Organized.



## Additional information

I love travelling and exploring, driving, reading, learning history, fashion designing and politics.

# Diana Carolina ARTAVIA



in

 **Tel.: +33 7 53 86 41 41**

 **Email: diana.artavia@edu.em-lyon.com**

 **Nationality: Colombian**



## Profile Summary

Budgeting, planning, cost, expenses and investments control, accounts payable, actuals report, and management monitoring teams, as well as accounting information analysis and advisory. Financial Business Partner. Extensive capabilities in decision-making, problem-solving, innovation, process improvement, and leadership.



## Education

### 2022 – 2023

emlyon business school – International MBA

### 2014 – 2016

Universidad Externado de Colombia – Master In Business Administration

### 2011 – 2013

Universidad Industrial de Santander – Specialist In Hydrocarbon Management

- Operational management for Oil & Gas companies

### 2003 – 2007

Universidad Autonoma de Bucaramanga – Financial Engineering Professional

- Bachelor in Corporative finance and stock



## Professional Experience / Major achievements

### 2021 – 2022 ■ Frontera Energy Corp – Senior Leader Financial Business Partner

- Corporate leader for Colombia, Peru, Canada, Ecuador, and others.
- Implementation of the Optimization process.
- Operational support and financial advice to all area enterprises-wide.
- Responsible for the corporate consolidation of costs, expenses, and investments.
- Budget consolidation, control, and analysis.
- Monthly management reports for the executive committee and board of directors.
- Financial planning models.

### 2018 – 2021 ■ Frontera Energy Corp – Senior Leader Accounts Payable

- Implementation of an electronic invoice receipts system.
- Corporate Invoice Submission and Accounts Payable team.
- Supervise the invoices booked and record for Colombia and Peru.
- Ensuring allocation of taxes, withholdings, deductions, and other liabilities items.
- Monthly liabilities reports and their respective variations.
- Customer attention; Provide continuing assistance, support, and service to suppliers.

### 2011 – 2017 ■ Frontera Energy Corp – Leader Cost Controller

- Costs and Budget control; Execution, analysis, and monthly and cumulative.
- Management reports and detailed analysis by business unit.
- Accruals calculation and register
- Monitoring and control of contracts, purchases, and sales.



## Languages

**Spanish (Native)**

**English (Fluent)**

**French (Beginner)**



## Competences

- Leadership
- SAP
- Financial Modeling
- Problem-solving



## Additional information

Sport, Music, Charity, Travels

# Parv BANSAL



in

**Tel.:** +33 7 67 00 97 55

**Email:** parv.bansal@edu.em-lyon.com

**Nationality:** Indian



## Profile Summary

Typical ENFJ personality, with 10 years of experience in the e-commerce, travel and fin-tech payments industries; specializing in strategy, business development, category management, vendor management, and B2B sales; known for being customer-obsessed and being exceptional with people management.



## Education

### 2022 – 2023

**emlyon business school – International MBA**

- Pursuing specialization in Strategy and Consulting

### 2010 – 2012

**Institute of Management Technology, Ghaziabad – PGDM**

- Specialized in International Business – Marketing & Operations

### 2006 – 2009

**Birla Institute of Technology, Mesra – Bachelor of Business Administration**



## Professional Experience / Major achievements

### 2021 – 2022 ■ PhonePe – Zonal Manager

- Led business development, merchant acquisition to ensure PhonePe maintains majority market share in the region with a strong team of 700+ members.

### 2020 – 2021 ■ MakeMyTrip – Senior Manager, Holidays

- Scaled channel sales contribution to 35% by the end of FY21; scale up contribution from current 20% against pre-COVID contribution of 15%.

### 2017 – 2020 ■ MakeMyTrip – Regional Manager, Hotel Supply Network

- Developed vendor relationship with National Chains, and homeowners for North, West & East India; scaled revenue by 125% and transactions by 75% from FY19 to FY20.

### 2016 – 2017 ■ MakeMyTrip – Zonal Manager, Hotel Supply Network

- Member of the founding team for Homes & Villas segment; on-boarded 5000+ partners in FY17 across regions and increased room availability by 85% from Q2 to Q3 (FY17).

### 2012 – 2015 ■ Trident India – General Manager APAC

- Led sales in APAC region; increased revenue share of APAC from 5% to 10% of total export, from FY12 (USD 11.76 m) to FY13 (USD 25.25 m).

### 2008 – 2009 ■ GN Washmatic – Business Development Executive

- Responsible for direct sales of commercial kitchen equipment to restaurants, corporate offices, hospitals, and manufacturing facilities.



## Languages

**Hindi (Native)**

**English (Bilingual)**



## Competences

- Strategic Planning
- Business Development
- Team Management
- Travel Industry
- Data Analysis
- E-Commerce
- Category Management
- B2B & B2C Sales



## Additional information

Travelled to 20+ countries, Cycling, Podcasting, Playing Basketball



# Yehya BAROUD



in

 **Tel.: +33 6 12 64 05 18**

 **Email: yehya.baroud@edu.em-lyon.com**

 **Nationality: Lebanese**



## Profile Summary

9 years of experience in the field of Project Management for multimillion Energy Sector Projects. Leadership Interacting in a multinational environment, skilled in strategy planning and execution. Currently I am pursuing my MBA at **emlyon** business school and interested to continue working in the field of energy sustainability and circular economy.



## Education

**2022 – 2023**

**emlyon business school – International MBA**

**2012 – 2013**

**University of Portsmouth – Master of Electrical Engineering**

**2009 – 2012**

**University of Balamand – Bachelor of Electrical Engineering**



## Professional Experience / Major achievements

### 2017 – 2022 ■ Saudi Services for Electro Mechanic Works – Project Manager

- Manage project throughout the stages of FEED, detail engineering & design, procurement, construction, and commissioning.
- Develop construction packages, bid & award, and manage contractors or EPC firms ensuring timely completion of deliverables.
- Facilitate adequate and effective communication within and across the project team and stakeholders.
- Provide oversight and direction for all project execution activities including overall safety, cost, schedule, quality, and risk.
- Establish and maintain relationships with operations, engineering, construction, and contractor personnel.
- Ensure project and construction progress status is transparent and accurately reported on a periodic basis.
- Manage modifications and/or demolition in an operating plant as needed to support installation of new equipment.

### 2015 – 2017 ■ Saudi Services for Electro Mechanic Works – Construction Manager

- Submit monthly report for higher management (EPC statuses, planned vs actual forecasted milestones dates).
- Follow up with Suppliers to ensure good progress from design stage up to FAT and delivery to site.
- Ensure effective technical and scope coordination with EPC, clients or third-party representatives.
- Follow up with the logistic department to ensure fast process and custom clearances on time for project materials.
- Lead the internal and/or external problem-solving necessary to arrive at appropriate engineering decisions.
- Review deliverables prepared by the EPC and the OEM.
- Initialize purchase orders for major and minor equipment and materials.

### 2013 – 2015 ■ Saudi Services for Electro Mechanic Works – Electrical Engineer

- Assist in the reviews of the project design to identify constructability improvements.
- Review material specifications and standards.
- Follow up with designers to arrange smooth progress and assure submittals progress.
- Prepare BOQ for required materials.
- Follow up with the planning department, highlighting risk points in order to be in line with project milestones.
- Maintain a safe work environment and support corporate and organizational safety goals at site, with suppliers, and at fabrication and field sites.



## Languages

**Arabic (Native)**

**English (Fluent)**

**French (Intermediate)**



## Competences

- Microsoft Office
- Microsoft Project



## Additional information

Playing Basketball, Reading, Hiking

# Vilde BERGHEIM GULBRANDSEN



in

 **Tel.:** +47 938 19 953

 **Email:** vilde.bergheimgulbrandsen@edu.em-lyon.com

 **Nationality:** Norwegian



## Profile Summary

Professional with more than 5 years of experience in international brand management and B2B sales. Responsibly acting according to the company's values to reach the KPIs.



## Education

**2022 – 2023**

emlyon business school – International MBA

**2021 – 2022**

Grenoble Ecole de Management – Chargé d'Affaires internationales

- Double Degree BA – International Business, Honors & Major in Entrepreneurship

**2016 – 2018**

BI Norwegian Business School – BA

- Double Degree BA – International Management



## Professional Experience / Major achievements

**2020 – 2022 ■ Infinite Agency – Senior Brand Manager**

- Motivating teams, enhancing the performance
- Market reports, analyzing results, projecting future markets
- Effective remote work & sustaining international clients

**2018 – 2018 ■ Blender Agency – Brand Manager**

- Strong networking skills
- Business plans, international problem solving
- Future trends, oral presentations, client training

**2017 – 2018 ■ This Is PR – Head of Press Reports**

- Calculating PR values and marketing goals
- Analyzing companies media attention opportunities
- Project management and the aftermath



## Languages

**Norwegian (Native)**

**English (Fluent)**

**French (Beginner)**



## Competences

- Sales Management
- Business Development
- Interpersonal & Client Relations
- Creative Thinking



## Additional information

Les Jeanines Rugby Team

# Yassine BHIHI



in

 **Tel.: +33 6 64 22 32 84**

 **Email: yassine.bhihi@edu.em-lyon.com**

 **Nationality: French**



## Profile Summary

MBA candidate, industrial engineer, data scientist and entrepreneur with 6 years of experience in project management and business development. Looking for new challenges.



## Education

### 2022 – 2023

**emlyon business school – International MBA**

### 2018 – 2019

**Aix-Marseille Université – Master in Economics**

- Analyze and understand complex economic phenomena, Econometrics, Data science

### 2013 – 2016

**Polytech Marseille – Industrial Engineering and Computer Science**

- Production management, Lean management, Project management and cost management



## Professional Experience / Major achievements

### 2018 – 2022 ■ Bryd – CEO

- Developing new products: Fingerprint padlocks
- Developing partnerships with industrial Chinese companies
- Developing e-commerce website.

### 2016 – 2018 ■ LVD Energie – Production Engineer & Project Manager

- Manage the commercial and the production teams
- Standardization and industrialization of certain products: Modular construction
- Establish quotes and project management.

### 2015 – 2015 ■ Thunder Bay Health Sciences Centre – Research assistant

- Treatment of cancerous tumors using HIFU technology
- Optimize the level of precision
- Design tools with Solidworks and print them with 3D printer



## Languages

**Arabic (Native)**

**French (Bilingual)**

**English (Bilingual)**



## Competences

- Project management
- Business development
- Data science
- Finance



## Additional information

Theater, Swimming, Volleyball and Travels.



# Yao-Chen CHANG



in

 **Tel.: +33 7 68 20 73 55 (Whatsapp: +886 911 655 973)**

 **Email: yaochen.chang@edu.em-lyon.com**

 **Nationality: Taiwanese**



## Profile Summary

With a 5-year experience in design and developer corporations' practice, I specialize in communications between stakeholders with different orientation. Extensive experience working in complex international teams and diverse design sectors in Europe and Asia. I aim to be a professional multidisciplinary coordinator to bring business and design together and pursue both ultimate value.



## Education

### 2022 – 2023

#### emlyon business school – International MBA

- International Master of Business Administration - General

### 2011 – 2017

#### National Cheng Kung University – Diploma

- Bachelor of Architecture (Design Division) / Department of Urban Planning (2011)



## Professional Experience / Major achievements

### 2022 – 2022 ■ Somfy – Project Specification Engineer

- Responsible for developing and maintaining relationships with stakeholders in the project channel.
- Use a solution selling approach to increase awareness of automation and the Somfy brand in the target segment.
- Responsible for building a pipeline and converting to sales, of relevant projects ensuring Somfy Automation is specified.

### 2019 – 2022 ■ Parkview International – Architectural Assistant

- Successfully complete project on time with cross-national / cross-functional teams and stakeholders.
- In-house designer for young person apartment and high-end apartment.
- Responsible for Parkview official development presentation to the clients, government, etc.

### 2018 – 2019 ■ Noiz Architects – Junior Designer

- Examine & evaluate various software performance for self-driving digital environment rendering.
- Build parametric models from scratch for AI machine learning.

### 2016 – 2017 ■ National Cheng Kung University – Teaching Assistant

- Enhance the communication between Dutch Designers and Taiwanese stakeholders for projects.
- Assist business development for Green Floating House project.

### 2015 – 2016 ■ Brunerie & Irissou Architectes – Intern

- Solve Design miscomprehension between B&I and the local Chinese contractor by translating detail design drawings and building technical regulation for TianJin Airbus A330 Delivery Center project.



## Languages

### Mandarin (Native)

### English (Fluent)

### French (Intermediate)

### Japanese (Beginner)



## Competences

- Architectural projects from SD, DD, CD phase
- 2D Software: AutoCad, Adobe Creative Suite (PS/AI/ID)
- 3D Software: Sketchup, Rhinoceros, Grasshopper, Revit
- Render Software: Vray, Lumion, Maxwell, UE4



## Additional information

- Founded Designer by Ministry of Culture, participating in Autonomous Timber Structure workshop in France in 2018.
- Co-founder of cross university Perception Enlargement Experiment workshop in 2012.

# Heng CHEN



in

 **Tel.: +33 7 74 10 00 82**

 **Email: heng.chen@edu.em-lyon.com**

 **Nationality: China**



## Profile Summary

More than five years of professional experience in Marketing. Passionate about the automotive industry. Proactive, passionate and dedicated to work. A fast-learner capable of dealing with new tasks and challenges. Works well independently and in a team. Takes initiative to find solutions. Strong leadership potential.



## Education

### 2022 – 2023

#### emlyon business school – International MBA

- Core courses: Marketing, Financial Accounting, Strategy, New Venture, Leadership

### 2008 – 2011

#### Fudan University – Master of Art

- Major: Comparative literature Minor courses: Marketing, Accounting



## Professional Experience / Major achievements

### 2020 – 2022 ■ Volvo Cars – Marketing Communications Manager

- Successfully conducted the online session of Volvo Tech Forum marketing campaign.
- Coordinated the ceremony of strategic cooperation with British Petroleum.
- Created bilingual stories of employee test drive activity with wide media exposure.
- Accumulated holistic experiences of marketing communication, both internally and externally, online and offline in a large global automotive corporation.

### 2018 – 2019 ■ HPP Architekten – Assistant Marketing & PR Manager

- Created high quality bilingual content of more than 20 key projects for press release
- Wrote story-telling articles for brand marketing, each gaining 3,000+ views on WeChat
- Organized an important forum from scratch with limited budget and time, including planning, sourcing, guest speaker invitation, event execution and media exposure.

### 2015 – 2017 ■ People's Literature – Translator & Content writer

- Completed the translation of the New York Times best-selling book: Barkskins
- Published in 2020, the book is now a success in China, rated 9.1 on the social platform Douban (China's Goodreads), marked "want to read" by 5,890 users.

### 2011 – 2012 ■ Razorfish, A Publicis Groupe company – Digital Account Executive

- Worked closely with copywriters and IT team to implement digital marketing methods and campaigns | Updated websites and social media content for clients.

### 2011 – 2012 ■ Adidas Group – Marketing Intern

- Prepared monthly sales and buying volume reports as well as analysis. Learnt about business performance metrics and data analytic skills.



## Languages

### Chinese (Native)

### English (Fluent)

### French (Intermediate)

### German (Beginner)



## Competences

- Adobe Photoshop
- Adobe InDesign
- HTML
- Python (basic)
- MS Office
- Power BI



## Additional information

- Sports: Tennis, Tae-kwon-do, basketball.
- President of emlyon Women in Leadership Club.

# Yazan CHOUARI



in

 **Tel.:** +33 7 62 04 91 40

 **Email:** yazan.chouari@edu.em-lyon.com

 **Nationality:** French



## Profile Summary

Holder of a master's degree in Electrical Engineering, which qualified me to a technical office engineer position in Comsa. I received a promotion within a year to fill a position in project management in the same company, mainly working for the European Council for Nuclear Research, giving me exposure to the business aspect of the industry.



## Education

### 2022 – 2023

#### emlyon business school – International MBA

- International Master of Business Administration - General

### 2016 – 2018

#### University of Montpellier – MSc

- Master of Electrical Engineering

### 2011 – 2015

#### University of Montpellier – MSc

- Bachelor of Electrical Engineering



## Professional Experience / Major achievements

### 2019 – 2022 ■ Comsa – Electrical Project Manager

- Managed and monitored multiple electrical projects simultaneously, valued at 3 mil Euros.
- The most notable project consisted of renewing and upgrading electrical installations of one of the European Council for Nuclear Research's particles accelerators.
- Supplied necessary materials and manpower for the projects.
- Approved and monitored plans to ensure seamless installation phase.
- Enforced and applied electrical and nuclear safety rules.

### 2018 – 2019 ■ Comsa – Technical Office Engineer

- Designed installations with proper sizing of cables and electrical equipment.
- Responsible for formulating project timelines and ensuring project execution within deadlines.
- Interfaced with clients during the project planning phase to understand project requirements and goals.



## Languages

### French (Native)



### English (Bilingual)



### Arabic (Bilingual)



### Spanish (Intermediate)



## Competences

- Project Management
- Team Management
- Quality Management
- AutoCAD



## Additional information

IMBA Challenge club's general secretary

# Vipin CHUGH



**Tel.:** +33 7 83 06 04 84

**Email:** vipin.chugh@edu.em-lyon.com

**Nationality:** Indian



## Profile Summary

Financial research professional with extensive experience in financial modeling, investment banking and consulting support, and investment research and analytics, as well as in team, project, and client management.



## Education

**2022 – 2023**

emlyon business school – International MBA

**2019 – 2020**

Great Lakes Institute of Management – PGP – Business Analytics and Business Intelligence

**2005 – 2007**

ICFAI Business School – Master of Business Administration, Finance

**2002 – 2005**

GNIM & IT – BBA, General Management



## Professional Experience / Major achievements

### 2011 – 2022 ■ Cians Analytics – Senior Vice President

- Business Strategy: Identify new client engagement areas and help to pitch for new projects/clients and form teams for client project delivery
- Internal Stakeholder Management: Develop and implement policies and provide research and general direction
- Functional Leadership: Led several functional units including Private Equity, Venture Capital, Investment Banking, Hedge Fund, and Data and Analytics focused teams.

### 2010 – 2011 ■ Karvy Global Services – Senior Research Analyst

- Expanded the coverage for a senior (sell-side) MD of a boutique IB in the US, adding 1 FTE .

### 2010 – 2010 ■ Pipal Research (nka CRISIL GRA) – Research Analyst

- Improved the coverage of the Shipping and Logistic sector from 6 to 10 by initiating four new tickers in 6 months.

### 2009 – 2010 ■ HSBC Electronic Data Processing India Pvt Ltd. – Finance Executive

- Worked with North America-based CXOs and supported their periodic reports focused on cost analysis.

### 2007 – 2009 ■ Copal Research (nka Acuity Knowledge Partners) – Senior Analyst

- Initiated the coverage of Indian ITes, Media, FMCG, and Healthcare sectors as a pilot and successfully converted it into a long-term business.

### 2007 – 2007 ■ Centurion Bank of Punjab – Management Trainee



## Languages

**Hind (Native)**

**Punjabi (Bilingual)**

**English (Fluent)**

**French (Beginner)**



## Competences

- Investment banking support – senior and junior bankers – across the investment life cycle
- Financial research and consulting



## Additional information

Independent learning – R (advanced level) and Python (beginner) from Great Lakes; Travelled to 8 Countries in Europe and North America, and 15 States within India; Led CSR initiative at Cians Analytics for 3 years.

# Vihar BHARATKUMAR DESAI



in

 **Tel.:** +33 7 45 63 27 79

 **Email:** vihar.desai@edu.em-lyon.com

 **Nationality:** Indian



## Profile Summary

With a few years' experience as after sales revenue generation professional at Ametek, I developed my skills as team manager of three engineers to manage the service business, new business development and managed the service facility operations. I am now developing my leadership and strategy skills further as International MBA at **emlyon** business school in France.



## Education

### 2022 – 2023

#### **emlyon business school – International MBA**

- International Master of Business Administration - General

### 2009 – 2013

#### **Bachelor of Engineering, Visvesvaraya Technological University, India**



## Professional Experience / Major achievements

### 2017 – 2022 ■ Ametek – Service Engineer

- Closed and won service contract orders worth 30,000 USD.
- Manager service business for India and generated revenue worth 5,35,000 USD
- Managed a project for audit readiness of our service facility as per ISO 17025 2017.

### 2016 – 2017 ■ Ametek – Engineer, Consultant

- Managed backend service operations to produce 31% year on year revenue growth.
- Performed onsite services that brought in revenue worth 65,000 USD
- Bid preparation and submission for sales and service tenders.

### 2014 – 2016 ■ Ametek – Trainee Engineer

- Co-ordinated with finance and supply chain teams at Ametek for Quotation to invoicing process.
- Worked with Quality team for ISO 17025 2005 accreditation in 2015.
- Performed in house calibration services of Pyrometers.



## Languages

**Hindi (Native)**

**Gujarati (Native)**

**Kannada (Native)**

**English (Fluent)**

**French (Beginner)**



## Competences

- Negotiation
- Key Account Management
- Sales
- Written and Verbal Communication skills



## Additional information

Cricket, Long distance driving, running, and travelling.

# Othman FEZZAZ



in

 **Tel.:** +33 6 65 42 28 51

 **Email:** Othman.fezzaz@edu.em-lyon.com

 **Nationality:** French - Moroccan



## Profile Summary

After a master's degree in engineering in one of the top schools in France, I've worked for five years as a site engineer. I have developed strong analytical skills. Now an MBA student at **emlyon** business school, I am developing my finance and strategy skills. I am looking for a position in finance ideally in financial modelling or in financial audit. I am available starting September 2023.



## Education

### 2022 – 2023

#### **emlyon business school – International MBA**

- Financial strategy, corporate finance, project finance
- Representative of the IMBA 22/23 cohort

### 2013 – 2017

#### **Ecole Centrale**

- Master's degree in engineering.

### 2010 – 2013

#### **Prep School – Lycée Lakanal**

- Intensive courses in mathematics, physics, and engineering sciences



## Professional Experience / Major achievements

### 2020 – 2022 ■ **ATIF Assistance Travaux et Ingénierie Ferroviaire – Site Engineer**

- Managing project between 500 000€ and 2 000 000€ with a project mindset
- Financial analysis of diverse project: checking the financial statement and KPI
- Writing keynotes, memos, and technical documents for the direction committee.

### 2019 – 2020 ■ **Colas RAIL – Site engineer – Project between 500 000€ and 2 000 000€**

- Quantitative and risk analysis to establish financial offering
- Representing the company when meeting clients and negotiating contracts
- Managing the workload and the work schedule for a team of 2 person.

### 2017 – 2019 ■ **ENGIE INEO – Site Engineer for the Dakar railway – 200 000 000€**

- Learning complex technical skills and legislation
- Managing KPIs, creating frameworks to follow the ongoing work



## Languages

### **French (Native)**



### **English (Bilingual)**



### **Arabic (Fluent)**



### **Spanish (Beginner)**



## Competences

- Analytical skills



## Additional information

Cooking, Economy, Financial modelling.



# Cristian GIRALDO



in

 **Tel.:** +33 6 95 91 56 05

 **Email:** Cristian.giraldo@edu.em-lyon.com

 **Nationality:** Colombian



## Profile Summary

Professional with over 11 years of experience in logistics, food and beverages, and pharmaceuticals. Qualified and skilled in Project governance; Strategic planning in sales, marketing, and commercial areas; and performance improvement in sales force, sales directors, and product managers in topics such as unsolved needs, access to solutions, and negotiation with stakeholders in the Client's pathway.



## Education

**2022 – 2023**

**emlyon business school – International MBA**

**2016 – 2017**

**EAFIT University – Project Management,**

- Specialized in Investments, marketing, finance, and environmental projects.

**2007 – 2012**

**EAFIT University – Business Management**

- Specialized in marketing, Finance, business, and project management.



## Professional Experience / Major achievements

**2014 – 2022 ■ Laboratoires SERVIER – Country Training Manager (Colombia, Ecuador, Perú), former Med Rep**

- Mentored sales force and coordinated with product and sales managers and HR Directors to develop and/ or to strength core skills needed to improve performance. Growth in sales over 20% annually.
- Created scientific content necessary to train the Cluster's salesforce (Colombia, Peru, and Ecuador) and guided the scientific audit function for almost 2 years. Created medical training products.
- Delivered high-quality training in sales, marketing, and scientific evidence at every level. Over 95% of training delivered in the last four years has been satisfactorily received.
- Managed to achieve growth of over 25% annually in the most challenging promotional lines and as a result I was the best medical rep on several occasions. Former Medical representative.

**2012 – 2014 ■ COCA COLA FEMSA – Marketing and Business Intelligence Specialist, former Sales Rep**

- Collaborated in the implementation of Customer Value Management model. I built and applied a strong analysis mindset to persuade stakeholders later in the sales journey.
- Promoted to the M&BI Specialist position. Led the business Intelligence team in launching profitable brands such as Fanta and Fuze tea, as well as managing the regional budget.

**2010 – 2011 ■ LOGISTIC GROUP TCC – Project Management Office Analyst**

- Implemented projects that reshaped the operation of the company, providing tools to grow such as a new CRM and ERP with ORACLE.
- Evaluated initiatives working closely with the Board of directors.



## Languages

**Spanish (Native)**

**English (Fluent)**

**French (Intermediate)**



## Competences

- Communication
- Sales
- Client centric
- Marketing
- Business development
- Results driven
- Managerial abilities.



## Additional information

- Hobbies: Learning useful skills, writing songs, reading philosophy
- Sports: Soccer, MMA, swimming, Boxing, ping pong.

# Yassine HAMAILI



in

**Tel.:** +33 6 11 31 88 35

**Email:** yassine2.hamaili@edu.em-lyon.com

**Nationality:** French



## Profile Summary

International MBA candidate with a specialization in finance with 5 years' experience of civil engineering



## Education

### 2022 – 2023

#### emlyon business school – International MBA

- International Master Business Administration – Elective course Corporate Finance.

### 2016 – 2019

#### CESI engineering school

- Masters in civil engineering.  
Ranked by the Usine Nouvelle/ #3 master's in civil engineering in France



## Professional Experience / Major achievements

### 2021 – 2022 ■ ISOTHERMY – Co-founder

Engineering consulting firm:

- Development and negotiation of technical and commercial offers
- Deployment and management of a dealer network
- Defining a negotiation strategy
- Responsible for the development of the company
- Implementation of a commercial strategy

### 2016 – 2020 ■ SNCF Réseau – Site Manager

- Creation of subcontracts & follow-up of commercial proposals
- Organization and follow-up of studies, project costing, financial monitoring of construction sites
- Analysis of subcontracting offers
- Implementation and monitoring of security protocols
- Management of teams of 5 to 20 people.
- Support managers in technical and security monitoring
- Digitalization and automation of security processes
- Follow-up of SNCF certification training courses

### 2018 – 2020 ■ TSO – Quality and Customer Manager

Integrated to the manager team of the CTW120 project (16million euro) in Saudi Arabia:

- In charge of customer and company relation for validation of the first 20 kilometers
- Financial management of orders
- Tracking the progress of the construction site
- Compliance visit management customer/company
- Implementation of a security process



## Languages

### French (Native)



### English (Fluent)



### Arabic (Beginner)



## Competences

- Excel
- Power Point: Advanced



## Additional information

- French national level; Sambo high level competitor, European ranked
- Management of transversal projects: creation and deployment of a juice brand in private label - real estate asset management: negotiation of contract client / real estate developer, rental management.

# Joseph HOYEK



in

 **Tel.:** +33 7 79 11 05 47

 **Email:** joseph.hoyek@edu.em-lyon.com

 **Nationality:** Lebanese



## Profile Summary

Lebanese Civil Engineer with 5 years international working experience in Qatar in civil engineering works and fit out (Metro, Airport, Hospitals...). Motivation, ambition, leadership and ability to work under pressure are key elements in my personality. I am joining the **emlyon** IMBA program to combine my Engineering degree with business skills.



## Education

### 2022 – 2023

#### emlyon business school – International MBA

- International Master of Business Administration - General

### 2011 – 2017

#### Lebanese University Faculty of Engineering II – Roumieh Lebanon

- Master's Degree in Civil Engineering



## Professional Experience / Major achievements

### 2020 – 2022 ■ IMAR Trading & Contracting (Doha-Qatar) – Site Engineer

- Major Project: Hamad international airport expansion
- Project Description: Full fit out of many parts of the airport
- Main Responsibilities: coordination with multinational clients and contractors, involved in planning and scheduling, monitoring the progress and preparing reports.

### 2017 – 2020 ■ IMAR Trading & Contracting (Doha-Qatar) – Jr. Site Engineer

- Major Project: Doha Metro - Red Line
- Project Description: Full Fit out of a project consisting of 5 stations, 5 switchboxes and 4 emergency exits
- Responsibilities: monitoring large team and subcontractors, supervising the quality and the proper execution and involved in the project handing over.

### Summer 2016 ■ GPA ENGINEERING (Rabieh-Lebanon) – Civil Engineer Trainee

- Structural Design
- Steel and concrete BOQs
- Shop Drawings.

### Summer 2015 ■ NR GROUP – Civil Engineer Trainee

- Shop Drawings
- Concrete and Finishes BOQs



## Languages

### Arabic (Native)

### French (Fluent)

### English (Fluent)

### Spanish (Beginner)



## Competences

- Large international experience in the construction field
- Able to coordinate between various teams
- Able to lead large team
- Polyglot, enjoy being in a multinational environment



## Additional information

- Hobbies: Playing chess, reading, Latin Dancing...
- Travels: Syria (2010: 2 days school trip) - Mexico (2010: 2 months summer vacation) - Qatar (2017 to 2022: international working experience in the construction).

# Charbel IBRAHIM



in

 **Tel.:** +33 7 67 26 79 67

 **Email:** Ibrahim.charbel@edu.em-lyon.com

 **Nationality:** Lebanese



## Profile Summary

Detail-oriented Civil Engineer. Zest for solving complex problems. Seeking to use proven project management and procurement skills to improve quality, cost and time metrics. Completed projects within budget, specs & on time.



## Education

### 2022 – 2023

**emlyon business school – International MBA**  
▪ International Master of Business Administration - General

### 2011 – 2016

**University Of Balamand, Lebanon – Bachelors of Civil Engineering**

### 2011

**Al Mawakeb School, UAE – High School Diploma**



## Professional Experience / Major achievements

### 2020 – 2022 ■ Amana Group – Sr. Procurement Engineer

- Study contract documents to become thoroughly acquainted with exact requirements and specifications.
- negotiating with supplier/subcontractor prices, delivery terms, contracts and payment terms and conditions
- Issue Letters of Intent (LOI), Letter of Acceptance (LOA) and Subcontract Agreements SCA based on company's approved template.

### 2017 – 2020 ■ Amana Group – Project Engineer

- Ensure construction work of assigned project is executed within target time frames agreed with the Project Manager and budgeted cost.
- Optimize manpower productivity, equipment, and materials allocation, and ensures no materials are wasted on assigned part of site.
- Interface/coordinate with sub-contractors to ensure compliance of project implementation with construction schedule.



## Languages

**Arabic (Native)**

**English (Fluent)**

**French (Beginner)**



## Competences

- Leadership
- Coordination
- Negotiations
- Building relationship



## Additional information

Padel-tennis, Traveling, Comedy

# Varsha KALANJA



in

 **Tel.: +33 7 69 58 79 67**

 **Email: varsha.kalanja@edu.em-lyon.com**

 **Nationality: Indian**



## Profile Summary

Skilled with experience in technology and management, I like working with innovations that have an impact on people and the planet by adapting to change and being involved as much as possible.



## Education

### 2022 – 2023

**emlyon business school – International MBA**

### 2013 – 2017

**MVJ College of Engineering – Bachelor of Engineering**

- Specialization in computer science by scoring a first class with distinction with 72.8% overall.

### 2011 – 2013

**Mount Carmel College – Pre-University Course**

- Science specialization for my 11th and 12th for pre-university and scored an overall of 79%.



## Professional Experience / Major achievements

### 2022 – 2022 ■ Microsoft – Program Manager

- Leading a program for Microsoft Defender for IoT, that provides solution for operation technology (OT) management, preventing attacks on OT space assets and IoT devices.
- Enabling customer's digital transformation journey by tailoring solutions according to their physical workspace and advising them on the next steps. Actively contributing to the IP Kit, preparing solution documentation, training the Pursuit Lead team and sellers, collaborating with the architects worldwide and Product Group to improve and land the solution.

### 2019 – 2021 ■ Microsoft – Project Manager

- Led a 15M+ EUR portfolio to develop and support an IoT platform for connected vehicles for a French automotive company, as a Program Management Office (PMO) lead. Worked closely with leadership to present key financial metrics, manage risks and issues, program health, ensuring seamless delivery by adhering to processes.
- Collaborated with Business Managers and legal team to create contracts and execute change management processes for Partners Led capacity planning, financial management, resource allocations, risk assessments for 9+ small scale projects
- Drive the Schedule Management and Maturity Initiative (SMMI) by being an SME for 2+ years now with focus on integrating Microsoft Project into everyday delivery tasks. Train Project Managers, work with the Product Team to reach the adoption percentage of 90% and above for all active and on-going engagements as a part of this initiative.

### 2017 – 2019 ■ Mindtree Limited – iOS Developer / Software Engineer

- Worked on a health management app which was developed using Xcode and Swift language where the user can schedule appointments and avail the benefit of having all medical records belonging to the family. Ensure all standards and SLAs are met for a consistent customer experience, quality, safety and sanitation.



## Languages

**Kannada (Native)**

**Tulu (Native)**

**English (Fluent)**

**French (Beginner)**

**Hindi (Beginner)**



## Competences

Certified Associate in Project management (CAPM), Azure Fundamentals – 900, Azure DevOps, Microsoft Office Swift Language, Objective – C, C and Java Tools such as Rally, Git, SourceTree and JIRA Library and Framework : Cocopods, UIKit, Foundation , CoreData, GSK (Gemalto Secure Keypad).



## Additional information

Voracious Reader and an Orator - Acted as an MC for various events, Travelling, Been a part of the Microsoft Cultural Committee and taking the lead in organizing events for the past 3 years.

# Krishna Kumar KANNAN



in

**Tel.:** +33 7 49 95 47 62

**Email:** krishna.kannan@edu.em-lyon.com

**Nationality:** Indian



## Profile Summary

Professional with a total experience of 8.8 years, working completely in IT industry. I have worked both in India and abroad. My domain experience includes telecom, travel and banking. I have worked in highly challenging environments involving digital transformation and process improvements in the field of automation.



## Education

### 2022 – 2023

#### emlyon business school – International MBA

- International Master of Business Administration - General

### 2009 – 2013

#### SASTRA University

- B.Tech in Civil Engineering



## Professional Experience / Major achievements

### 2013 – 2021 ■ Tata consultancy Services, Information Technology Analyst

- Automation testing with both mobile and desktop applications
- Team leader working and managing both domestic and international assignments
- Developed automation framework which reduces manual entry/interventions saving time and money for the clients
- Worked as information security coordinator
- Nominated and won top performance awards on multiple occasions.

### 2021 – 2022 ■ Capgemini, Senior Consultant

- Learned programming languages java script and type script
- Worked as an individual contributor to develop a wdio framework. First of its kind in the project
- Reduced manual/redundant efforts by 60%, thereby saving cost and time
- Performed the role of scrum master for a minor release



## Languages

### Tamil (Native)



### English (Fluent)



### French (Beginner)



## Competences

- Good interpersonal skills
- Strong technical and programming ability
- Excellent communication skills
- Team player and result oriented
- Organizational and leadership skills



## Additional information

Travel, Photography, Sports



# Eric KOFFI



in

 **Tel.: +33 6 14 82 49 59**

 **Email: eric1.koffi@edu.em-lyon.com**

 **Nationality: Ivorian**



## Profile Summary

Generalist engineering background with experience in business, sales and project management, my main Skills are business cases creation & evaluation, due diligence process management, transaction negotiations. I am interested in providing genuine human relationships in the workplace, keeping an excellent level of commitment, say/do ratio.



## Education

**2022 – 2023**

**emlyon business school – International MBA**

**2015**

**IWharton (Online) – Finance Corporate**

- Introduction to the fundamentals of corporate decision-making, and financial intermediation

**2006 – 2012**

**Institut National Polytechnique – Ingénieur Généraliste**

- Design, Management of Mechanical, Electrical and Thermal plant, with fluid network



## Professional Experience / Major achievements

**2020 – 2022 ■ AEE Power – Site Manager**

- Managing 11 MUSD budget of Construction of the 1st 400 kV GIS substation, Abidjan
- Management and Cost Control: Making decisions Delegating responsibilities Raising funds.

**2017 – 2020 ■ General Electric – Sales Manager**

- Achieving 10 MUSD+ sales of HV product in Sub Sahara Africa
- Sales creation, GECEI a local company in the 225/90kV, BIA SUD, 2019 – 2,6 Meur
- Sales: Interacting with people Listening actively Understanding other cultures.

**2016 – 2017 ■ J.A.Delmas – Sales Manager**

- Sales process touchpoint and Sales operations in Guinea and Burkina Faso

**2014 – 2016 ■ Halliburton – Sales Representative**

- Oil and Gas sales operation in west Africa - 30% market share within 4 competitors

**2013 – 2014 ■ SANIA – Project Engineer, Trainee**

- Cost Evaluation

**2013 – 2013 ■ Schlumberger, Cape Town – Trainee**

- Oil and Gas, downstream learning and Intensive English Certificate

**2012 – 2012 ■ Randgold Resources – Electrical Engineer Trainee**



## Languages

**French (Native)**

**English (Fluent)**

**German (Beginner)**

**Spanish (Beginner)**

**Mandarin (Beginner)**



## Competences

- Sales – Venture Creation - Planning & Cost monitoring
- Design Thinking - Analytical and Critical thinking - Corporate Social Responsibility - Innovation



## Additional information

Musician, owner of musical studio, Member of Toastmaster International for public speaking and leadership

# Lorenzo LA MONACA



in

 **Tel.:** +39 32 99 86 07 81

 **Email:** lorenzo.lamonaca@edu.em-lyon.com

 **Nationality:** Italian



## Profile Summary

Product Quality Assurance in semiconductor industry with experience in promoting and coordinating quality initiatives to reach zero defect target. Strong expertise in managing automotive customers assuring the appropriate level of service providing timely and exhaustive analysis in line with automotive quality requirements.



## Education

### 2022 – 2023

**emlyon business school – International MBA program**

- Treasury of MBA challenge club

### 2010 – 2015

**Politecnico di Milano – MSc. Electronic Engineering**

- Nanoelectronics and physics track. Top 10% students

### 2006 – 2010

**Politecnico di Milano – BSc. Electronic Engineering**



## Professional Experience / Major achievements

### 2018 – 2022 ■ STMICROELECTRONICS – Automotive Product Quality Assurance

- Worldwide quality reference for automotive digital products (more than 25 products ~300M\$ billing). Customer complaint manager and product quality responsible.
- Crisis management and follow-up reporting to division top management
- Project team leader for customer complaint reduction for key automotive customers.

Main Results: customer complaint reduction by 50%. Cycle time reduction by 80%, Improved quality perception at customer securing new design win (projected billing 50M\$) Project selected by top management among the best 5 product quality improvement in 2021.

### 2015 – 2018 ■ STMICROELECTRONICS – Automotive Product Engineer

- Characterization and qualification of microcontroller for automotive application
- Directly support in production plant located in Malta
- Test time improvement by 25% on microcontrollers.

### 2014 – 2015 ■ Istituto Italiano di Tecnologia – Research Assistant

- Publication: “Inkjet printed polymeric electron blocking and surface energy modifying layer for low dark current organic photodetectors” Organic Electronics, pages 29-34 September 2016



## Languages

**Italian (Native)**

**English (Fluent)**



## Competences

- Quality management
- Semiconductor industry
- Crisis management
- Team working
- Automotive requirements



## Additional information

Reading, Trekking

# Bo Linda LIN



 **Tel.:** +33 6 99 13 83 73

 **Email:** bo.lin@edu.em-lyon.com

 **Nationality:** Chinese



## Profile Summary

Venture capital investment professional with 7 years of experience in venture capital fund investor relations as well as portfolio management, dedicated to impact investment & responsible venture capital.



## Education

**2022 – 2023**

**emlyon business school – MBA**

- Full time international MBA program

**2004 – 2006**

**University of Warwick – Master of Science**

- MSc in Financial Mathematics

**2000 – 2004**

**Harbin Institute of Technology – Bachelor's degree**

- Bachelor in Electric Automation



## Professional Experience / Major achievements

**2020 – 2022 ■ VU Venture Partners – Venture Investor**

- Seed to Series B stage B2B/B2B2C category deal sourcing/screening
- Investment evaluation, due diligence
- LP pitching, networking.

**2011 – 2018 ■ Zero2IPO Ventures – Portfolio & Investor Relations Manager**

- Financial analysis, financial modelling, company valuation
- LP pitching/communication
- Investment reporting, fund administration.

**2009 – 2011 ■ ISI Emerging Markets – Senior M&A Analyst**

- Greater China M&A/IPO market intelligence services

**2008 – 2009 ■ Copal Partners (India) – Consultant**

- Investment bank/hedge fund/PE firm knowledge process outsourcing



## Languages

**Mandarin (Native)**



**English (Bilingual)**



**Spanish (Fluent)**



## Competences

- ACCA membership candidate
- CFA Level II



## Additional information

Volunteering on women empowerment mission in Kenya

# Melissa LOZADA



in



**Tel.:** +33 6 51 05 94 48



**Email:** melissa.lozada@edu.em-lyon.com



**Nationality:** Colombian



## Profile Summary

Marketing executive with in-depth experience managing and implementing cost-efficient 360° marketing campaigns, with focus on digital strategies. Forward-thinking leader, proactive, detail-oriented, and efficient problem solver with a genuine enthusiasm for creativity and innovation.



## Education

**2022 – 2023**

emlyon business school – International MBA

**2008 – 2013**

Instituto Europeo de Posgrado – Master Degree in Digital Marketing Management

**2008 – 2013**

Universidad de la Sabana – Bachelor in Audiovisual Communication



## Professional Experience / Major achievements

### 2016 – 2022 ■ United International Pictures – Marketing Manager

- Responsible for leading, defining and overseeing cost efficient marketing campaigns to launch Universal and Paramount Pictures movies in Colombia, including controlling budgets, promotions, media buying, social media, 3<sup>rd</sup> party partnerships, and trade.
- Biggest theatrical/licensing campaign for a Universal movie in Colombia for Jurassic World: Dominion (2022) and Top Gun: Maverick (2022).
- Outstanding marketing campaigns that contributed to the Box Office success of releases like: How to Train your Dragon 3, Mission Impossible: Fallout, Jurassic World Fallen Kingdom, Sing, Pets, Sonic, A Quiet Place, among others.

### 2013 – 2016 ■ United International Pictures – Publicity Coordinator

- Drive publicity campaigns while collaborating with cross-functional partners.
- Building long-term and strategic relations with media outlets.
- Lead PR campaigns for all Universal and Paramount Pictures titles in the territory. Securing coverage through all type of publicity events and AV material placements.



## Languages

**Spanish (Native)**

**English (Fluent)**

**French (Intermediate)**



## Competences

- Team Leadership
- Problem Solving
- Innovation driven
- Strategic Planning
- Effective Communication
- Creative



## Additional information

Cinema lover, mystery books, astrology enthusiastic

# Shrijit MAZUMDAR



in

Tel.: +33 (0) 6 28 60 04 83

Email: shrijit.mazumdar@edu.em-lyon.com

Nationality: Indian



## Profile Summary

MBA candidate at **emlyon** business school, with 5 years of experience of building AI & IOT based products & leading projects for tech startups. 3.5 years of experience of working in the US RE tech sector providing an AI based product with SquadStack & Ylopo LLC. Loves to talk about emerging tech, automotives & E-mobility.



## Education

### 2022 – 2023

**emlyon business school – International MBA**

### 2014 – 2018

**IEM, Kolkata, University – MAKAUT (erstwhile WBUT) – BTECH**

- 4 years bachelor's degree (BTECH) in Electronics and Communication
- Engineering, GPA-8.58/10

### 2013 – 2014

**La Martiniere for Girls School, Kolkata – ISC**

- 12th Standard, Science -94.5%

### 2011 – 2012

**La Martiniere for Girls School, Kolkata – ICSC**

- 10th Standard -97%



## Professional Experience / Major achievements

### 2022 ■ Ylopo – Auctm Consultant

- Co-led the transition of the Auctm product from Squadstack to Ylopo LLC & helped them setup their Product, Account Management & Service Delivery processes.

### 2019 – 2022 ■ Auctm by SquadIQ (Formerly SquadStack) – Project Manager

- Led the Operations & Project teams for the Auctm Product
- Scaled from early adopters to 110 customers for the SaaS product Squadvoice + Scaled from early adopters to 100+ customers for the Product as a Service product Auctm
- Core Part of the team that closed Series A2 in 2021 June
- Squad IQ closed a \$ 40 million Series B in 2022 June
- Auctm & Squadvoice were awarded the top 11 RE products of 2020 & 2019 in the US <https://www.inman.com/2020/12/18/11-tech-products-we-loved-in-2020/>.

### 2017 – 2018 ■ Dipper Technologies (Acquired by Far-Eye Logistics) – Product Operations Analyst

- Our team successfully closed series A funding round and scaled to profitability
- Core Responsibilities included managing the supply chain, Operations planning & Purchase & Inventory analysis & route optimizations.
- Our core Product was a IOT based tracking for truck logistics companies.

### 2017 – 2017 ■ CureBooth (now CB Physiotherapy) – Business Development Associate



## Languages

**Hindi (Native)**

**English (Fluent)**

**French (Beginner)**

**Spanish (Beginner)**



## Competences

- Team Leadership
- Operations management
- Agile Product management
- SQL & Python (basic)



## Additional information

Played football semi-professionally for Delhi Wolves FC & runs an F1 blog.

# Philippe André MBESSE MANGA



in

 **Tel.:** +33 7 80 78 89 90

 **Email:** philippe.mbesse@edu.em-lyon.com

 **Nationality:** Cameroonian



## Profile Summary

Experienced in engineering project management (automation, electrical eng., energy monitoring) and in business management (Sales / Pre-sales / Service Provider / Trainer / Guest-Speaker). My emerging hobbies are sustainability, industry 4.0, digital transformations, strategy & change management.



## Education

### 2022 – 2023

emlyon business school – International MBA

### 2005 – 2008

ICAM (campus Afrique Centrale) – Master Degree in Engineering (with honors)

STEM & Management (industrial projects / industrial facilities / production lines)

### 2013 – 2014

ICAM (campus Afrique Centrale) – Higher National Diploma (with honors)

STEM (Science – Technology – Engineering – Maths) with industrial applications



## Professional Experience / Major achievements

### 2020 – 2022 ■ Consultant (freelance) – Project Manager & Business Manager

- (2020) Okoume Revamping project, O&G offshore platform, in Equatorial Guinea
- (2021) Orsem Revamping project, Water Treatment plant, in Gabon
- (2022) Figuil New Line, Cement plant, in Cameroon.

### 2011 – 2019 ■ Schneider Electric – Head of Industry Business in Central Africa (6 countries)

- Pre-sales, Sales, After-sales & Trainings for targeted customers in Central Africa
- Business scope was close to Automation (discrete / hybrid) & Electrical Distribution
- Targeted facilities were Food & Bev, Mining and Minerals, Water, CPG, etc.

### 2008 – 2011 ■ CICAM (textile finishing plant) – Plant Energy Manager

- Energy production and dispatching (steam, water, hot water, compressed air, etc.)
- Energy management (performed -18% of fuel consumption in 2010)
- Project management (managed plant extension project from 2009 to 2010)



## Languages

**French (Native)**

**English (Fluent)**



## Competences

- Strategy & Change Management (HEC Paris)
- Sustainable Designer (DThinking Academy)
- Organisational Design for Digital Transformation (MIT)
- Machine Learning in Business (MIT)



## Additional information

Co-founder and volunteer in promoting African culture / music (festival DOMAF, 2010+) and painting (2015+)



# Merline NGNIETCHA



in

 **Tel.:** +33 7 80 78 88 04

 **Email:** merline1.ngnietcha@edu.em-lyon.com

 **Nationality:** Cameroonian



## Profile Summary

I am involved in an International Master of Business Administration (MBA) at **emlyon** business school to develop innovative managerial and soft skills in order to help companies' sustainable growth with committed employees. With 5 years' experience in both telecommunications and fintech, I've developed great experience as a data scientist and analyst, applied to marketing objectives of recruiting, developing, and retaining customers. I am a top-performance orientated person, who adapts easily to new environments with a problem-solving mindset.



## Education

**2022 – 2023**

**emlyon business school – International MBA**

**2011 – 2013**

**Université de Lille III – Master degree in Quantitative Methods**

- Data mining, Clustering, regression, classification, R, SPSS

**2007 – 2011**

**ISSEA Yaoundé – Engineer in Statistics**

- Statistics, Economics, Survey, Econometrics, Reporting, R, SAS

**2005 – 2009**

**Université de Yaoundé 1 – Bachelor degree in Computer Science**



## Professional Experience / Major achievements

**2017 – 2022 ■ MTN Cameroon – Senior (in 2022) Specialist Customer Value Management Analytics**

- Building of predictive models to improve adoption and loyalty to offers and network
- Monitoring, evaluation, and optimization of CVM campaigns in telecom. and fintech.
- Monitoring of Customers life cycle and value growth.

**2014 – 2017 ■ Ministry of Finance Cameroon – Consultant**

- Designing of studies related to the regulation and pricing in financing sector.

**2013 – 2013 ■ ADEO Services France – Intern**

- Creation of stored process to display supply chain KPI and enable decisions.



## Languages

**French (Native)**

**English (Fluent)**



## Competences

- Management : Sustainable design thinking, Strategy, Business recommendations
- Data science : Segmentation, Marketing, Fintech, Reporting - R, Python, SAS, Power BI



## Additional information

Sport : semi-marathon, jogging; women empowerment engaged

# Pierre PIONNIÉ



in

 **Tel.: +33 6 71 30 40 41**

 **Email: pierre.pionnie@edu.em-lyon.com**

 **Nationality: French**



## Profile Summary

After my engineer degree, I worked as a project engineer (various projects from scientific to HR or civil ones) then I worked in different industries (food, pharmaceuticals, and plastic) as a project leader or manager.

Once I get my MBA degree, I will be available to work as a strategic consultant.



## Education

### 2022 – 2023

#### emlyon business school – International MBA

- International Master of Business Administration - General

### 2016

#### CCI – Certification in project management

### 2012 – 2015

#### Ecole des Mines de Nancy – Ingénieur des mines

- Major in process and environment.



## Professional Experience / Major achievements

### 2019 – 2022 ■ Candia – Supply chain manager

- Unify the department in order to deliver increased performance, from 90 to 98% service level
- Launch a new activity now representing 30% of the revenues of the plant
- Process improvement and cost saving
- Management of 50 employees, including managers and interns.

### 2017 – 2019 ■ Eurofins Environment – Production manager

- Implementation of lean management and 5S in the workshop
- Governance of the organization re-structuring due to new business opportunity, sales were multiplied by two
- Project planning
- Re design the billing model
- Build and led team of 20 employees.

### 2016 – 2017 ■ Eurofins Environment – Project manager

- Conducted three projects at the same time: scientific, HR and civil ones
- Train team/ manage their engagement / host brainstorming sessions
- Be agile and able to collaborate with different departments/manage the client liaison.



## Languages

### French (Native)

### English (Bilingual)

### Spanish (Beginner)



## Competences

- Analytical
- Creative
- Curious
- Critical thinking
- Facilitator
- Like the challenge
- Results-oriented
- Strategic thinking



## Additional information

I like sports (ex-member of the French ball-trap team, tennis, skiing) and nature (gardening, fishing)

# Rikab POWAR



in

 **Tel.:** +33 7 68 97 82 98

 **Email:** rikab.powar@edu.em-lyon.com

 **Nationality:** Indian



## Profile Summary

Disciplined and insightful project manager with 6+ years of experience analysing business processes. In my current role, I identified a major bottleneck, reduced operating costs by over 32%, and saved upwards of USD 690,000 a first year. I executed a full project that led to cutting costs by up to 40% in the next 6 months.



## Education

### 2022 – 2023

#### emlyon business school – International MBA

- International Master of Business Administration - General

### 2012 – 2016

#### University Of Mumbai – Bachelor of Civil Engineering

- Structure Analysis, Construction Management, Roads and Transportation, Irrigation



## Professional Experience / Major achievements

### 2019 – 2022 ■ MoRTH (Bloom LCC USA) (Consultancy) – Project Manager

- Led site teams in charge of various Full Fit out project adjustments required for cost 2.6 billion project cost second largest project in India.

### 2018 – 2019 ■ Global Associates (Consultancy) – Project Manager

- Coordinated with the clients to make sure the projects meet or exceed their expectations for project cost of 360 million.

### 2016 – 2018 ■ PTHINOPORON PVT LTD (Consultancy) – Project Manager

- Collaborated with the third-party vendor's team to resolve the site issues faced during completion. Valuation for the project was 70 million.



## Languages

### English (Native)



### Konkani (Native)



### Punjabi (Bilingual)



### Punjabi (Bilingual)



### Portuguese (Beginner)



### Spanish (Beginner)



### French (Beginner)



### Gujarati (Beginner)



## Additional information

Sports: State player for football, Music: create EDM, Charity: Founder at Paloma Foundation NGO (India), Travels: love to discover new places, Hobbies: Gym, and trying new dishes

# Sanchali PYNE



in

 **Tel.: +33 7 67 87 10 03**

 **Email: sanchali.pyne@edu.em-lyon.com**

 **Nationality: Indian**



## Profile Summary

Enrolled in the IMBA program at **emlyon** business school, France, class of September 2022. Driven software engineer with 4 years of expertise and strong leadership skills. Seasoned professional with background in full software development lifecycle, project management as well as inventory and material management.



## Education

### 2022 – 2023

**emlyon business school – International MBA**

### 2014 – 2018

**IEM, Kolkata, University – MAKAUT (erstwhile WBUT) – BTECH**

- 4 years bachelor's degree (BTECH) in Electronics and Communication
- Engineering, GPA-8.58/10

### 2013 – 2014

**La Martiniere for Girls School, Kolkata – ISC**

- 12th Standard, Science -94.5%

### 2011 – 2012

**La Martiniere for Girls School, Kolkata – ICSC**

- 10th Standard -97%



## Professional Experience / Major achievements

### 2018 – 2022 ■ Cognizant- Senior Associate

- Worked as Lead Developer to deliver a client project ahead of schedule, resulting in a 10% bonus for the company.
- Increased client satisfaction, enabling cognizant to get 2 more software projects from the client, a leading fast-food chain in the USA leading a team of 7.
- Awarded 'Xtra Mile' company award, for excellent performance.
- Mentored and trained 20+ new trainees in company.

### 2019 – 2022 ■ Digiavidity Pvt. Ltd. – Co Founder (Part-Time)

- Co-founder of the information technology freelance start-up based in India. Acted as Project Manager, Delivery Manager and Financial Officer.
- Managed employee recruitment, client requirement analysis and business analysis.
- Awarded a contract by the Indian state of Sikkim (North-East India), for their official tourism application.

### 2012 – 2022 ■ Freed NGO- Volunteer

- Organized English and computer literacy workshops for disadvantaged girl children in rural West Bengal, India.
- Collaborated to coordinate foreign showcases in Rome and Paris for traditional handicrafts and handloom products from West Bengal.
- Lead for the research and content creation team for a joint webinar by FREED and Alliance Française de Delhi 'Challenge the Change' on the impacts of climate change.



## Languages

**Bengali (Native)**

**English (Fluent)**

**Hindi (Fluent)**

**French (Beginner)**



## Competences

- Project Management
- Process Improvement
- Software Development
- Communication and Teamwork



## Additional information

Gold level awardee in International Award for Young People Program (IAYP), involving adventure journeys, high altitude Himalayan treks and community service.  
GRE SCORE (2017): 333/340

# Philippe SAADALLAH



in

 **Tel.: +33 6 40 98 31 34**

 **Email: philippe.saadallah@edu.em-lyon.com**

 **Nationality: Lebanese**



## Profile Summary

Experienced project manager in the construction industry, managing all phases of Construction, with ability to lead and communicate effectively with others. Proficient in leading and supporting teams of professionals. Have a high sense of responsibility, fast learner, flexible and able to work under pressure.



## Education

### 2022 – 2023

#### emlyon business school – International MBA

- International Master of Business Administration - General

### 2018 – 2013

#### Université Saint-Joseph – Civil engineering

- Civil engineering specialization in buildings and towers



## Professional Experience / Major achievements

### 2017 – 2022 ■ SEG : Société D'Entreprise et de Gestion – Project manager

- International clinic of Marrakech: 1st Class Hospital and medical center of 20,000 m<sup>2</sup>
- Multidisciplinary Clinic of Tangier: 13 floors, 17,000 m<sup>2</sup>
- Al Hoceima Province Hospital: 20 blocks, 60,000 m<sup>2</sup>

Overseeing the planning and delivery, and ensuring that work is completed on time, within budget while following the contract. Coordination between all participating parties, organizing logistics and delegate tasks. Achieving great project quality with the minimum cost. Selecting and leading a project team. Negotiating with contractors and suppliers.

### 2015 – 2017 ■ Bacs Consortium: Bechtel, Al-Mabani, CCC, Siemens – Project engineer

- Riyadh Metro Project - Led a high scale project ,with fastest progress and best quality:
- 2F1 Surface station: fastest progress, best quality, used as mockup, 23,000 m<sup>2</sup>-
- Underpass, two Steel structure bridges, service roads, precast yard.

### 2013 – 2015 ■ FGC Construction, Zardman Group – Site engineer

- Conducted project “BKHEIR”: 40 residential buildings in Nabay, Lebanon

### 2013 – 2015 ■ Bureau Antoine Bouchédid – Structural engineer

- Designed different structural projects of different variety: buildings, Commercial centers, towers, steel structures, etc...



## Languages

### Arabic (Native)



### French (Fluent)



### English (Fluent)



### Spanish (Beginner)



## Competences

- Team work
- Problem Solving
- Soft skills
- Leadership



## Additional information

Basketball, Karate, Chess, Bechtel trainings

# Alisha SHENDE



in

 **Tel.:** +33 7 81 03 52 22

 **Email:** alisha.shende@edu.em-lyon.com

 **Nationality:** Indian



## Profile Summary

To evolve continuously both as a professional and as an individual. Ceaselessly develop new skills while honing the present ones to contribute directly to the development and growth of the organisation.



## Education

### 2022 – 2023

**emlyon business school – International MBA**  
▪ International Master of Business Administration - General

### 2014 – 2017

**D.Y Patil's RAMrao Adik Institute of Technology**  
▪ Bachelor of Engineering in Electronics and telecommunication

### 2012 – 2013

**Ramnarain Ruia Junior College – Higher secondary education**



## Professional Experience / Major achievements

### 2018 – 2021 ■ Capgemini – Service Management as a Senior Data Analyst

- Service management for multiple projects from the NORDICS region.
- Be the single point of contact for clients, internal stakeholders and the global technical teams
- Leading discussions with clients, internal and external stakeholders for service improvement
- Ensuring timely service resolution / restoration
- Analyse data to proactively detect remedy tool issues, process loopholes, service failures
- Establish / modify service resolution process and guide technical teams on the same
- Co - ordinating with global technical teams for multiple projects simultaneously daily
- Ensuring all service level agreements and key performance indicators for service management are met



## Languages

**Marathi (Native)**

**Hindi (Fluent)**

**English (Fluent)**

**French (Beginner)**



## Competences

- Incident management
- Problem management
- Change management
- ITIL V4 certification



## Additional information

Sketching, hiking, running, cooking, traveling, reading, music



# Ivan TARTER



in

**Tel.:** +33 7 85 28 21 38

**Email:** ivan.tarter@edu.em-lyon.com

**Nationality:** Canadian, American, British



## Profile Summary

My goal is to work in management in education, targeting EdTech, E-Learning and Career Development industries. I have 14 years' experience as a teacher, innovator, entrepreneur, and manager, first in the public sector in the US, then private, and most recently, creating and operating my own business in the southwest of France.



## Education

### 2022 – 2023

**emlyon business school – International MBA**

### 2011

**Oklahoma State Board of Education, USA – Teaching Certificate**

- Certified to teach at public schools in Oklahoma in French and English.

### 2007 – 2008

**New College, University of Edinburgh, UK – Master of Theology**

- Studied ancient Hebrew, ethics, philosophy, and ancient religious literature.

### 2004 – 2007

**Providence College, Manitoba, Canada – Bachelor of Arts**

- Studied literature, theology and music, with a capstone thesis and defense. 3.82 GPA.



## Professional Experience / Major achievements

### 2016 – 2022 ■ Pyrenees English Language Training Center, Tarbes, France – Founder & Director

- Created a company to teach English and Spanish to French-speaking adults
- Organized and executed marketing campaigns and created visual support materials
- Hired administrative, teaching and sales staff, providing training and support
- Collaborated and partnered with specialist services to develop the business
- Eliminated personal day-to-day operational duties through training and delegation.

### 2008 – 2015 ■ Various schools in the US and France – Teacher & Language Instructor

- Prepared curriculum and taught Remedial reading and writing, French, Religion and ethics, Math of finance, and English as a Second Language (all proficiency levels)
- Studied computer programming and built a basic language learning app, which our ESL students used to practice English at home
- Collaborated with teacher cohort to develop district-wide language arts curriculum.



## Languages

**English (Native)**

**French (Fluent)**



## Competences

- Business strategy
- Marketing
- Sales
- Product development
- Management
- Public speaking & Presentations



## Additional information

Tae Kwon Do: Black Belt. Music: Over 20 years of performance in classical instrumental, vocal and choral arts.

# Ronald TCHABAT MOLAPI



in

 **Tel.:** +33 7 52 22 28 26

 **Email:** ronald.tchabat@edu.em-lyon.com

 **Nationality:** Cameroonian



## Profile Summary

I have been working for a wide range of industries and that allowed me to gain a broad range of hard and soft skills. These skills, supplemented with my cultural background, helped to add value to my employers. The opportunity to join a company with a high focus on team working and social responsibility are one of the many elements that motivate me.



## Education

### 2022 – 2023

#### emlyon business school – International MBA

- International Master of Business Administration - General

### 2007 – 2015

#### IUCAC-ICAM Institute – Engineer degree

- Engineer degree in industrial engineering.
- Leader of blood donation project committee
- President of Biking club



## Professional Experience / Major achievements

### 2019 – 2022 ■ Family business -- Entrepreneur in Agriculture

- Launched end 2019 a 30Ha farmland exploitation with a 30 000 USD budget and achieved 120% expected revenue in the second year.
- Launched and succeeded the first and only seedless watermelon production farm in Cameroon. This stage was carried out on a 1000m2 surface with a 3 ha future target.
- Hired and trained 12 workers with no competencies to a high competency level.

### 2014 – 2019 ■ Halliburton Cameroon SAS – Service Specialist

- Created as staff representative with administration the health and safety committee.
- Proposed a monthly award for the best personnel in each department. This proposal was adopted and after implementation, enhanced personnel dedication to work.
- Initiated the “After Work” concept. Each month, within our department, we met outside the company in one’s house or a restaurant. The concept received appraisals and was rapidly adopted by other departments.

### 2013 – 2014 ■ S.A Les brasseries du Cameroun – Environmental Engineer Assistant

- Conducted two internal environmental audits prior to ISO’s 14004 surveyors visit. The audit highlighted non-conformities which were fixed gradually.
- Proposed and implemented a policy on waste management allowing third party to collect waste within our premises. Our Trucks dedicated for waste transportation were hence converted to satisfy other needs.



## Languages

**French (Native)**

**English (Fluent)**



## Competences

- Planification
- Resilient
- Negotiation
- Communication teamspirit
- MS office suite



## Additional information

Movies, biking, watersports, travels.

# Davi TORRES



in

 **Tel.:** +33 7 83 99 46 88

 **Email:** davi.torresdecarvalho@edu.em-lyon.com

 **Nationality:** Brazilian



## Profile Summary

Experience in portfolio management and strategic planning in leading companies in Brazil in the insurance, oil and gas and automotive sector. Graduated in electrical engineering and master's degree in economics. Great skills in PowerPoint and presentations. Certifications: PSM I, Scrum Fundamentals and PMP.



## Education

**2022 – 2023**

**emlyon business school – International MBA**

**2017 – 2018**

**FGV – Master in economics (Brazil)**

- Dissertation: Profile of cryptocurrency investors: analysis of searches related to Bitcoin

**2006 – 2011**

**FEI – Electric / electronic engineering (Brazil)**

- Thesis: Cardio Support - Android application to support the identification of heart disease



## Professional Experience / Major achievements

**2021 – 2022 ■ Caixa Consórcio – Strategic planning and Market Intelligence**

- Develop Vision, Mission and Values based on collaboration workshop.
- Monitor competitors at the same time as understand company's progress comparing with market.

**2020 – 2021 ■ Brasilseg – Specialist in project management and strategy**

- Ensuring strategic adherence to projects and projects quarterly prioritization.
- Structuring and reviewing the Company's operating strategy.
- Implementation of the VMO (Value Management Office) framework.

**2016 – 2020 ■ Grupo Ultra (Ultragaz) – Strategy specialist**

- Introduce the project management culture, manage the project portfolio in light of the strategy and implement the Project office (PMO)
- Designed the Company's 10-year strategic planning and participated in the financial model of projected results for the same period.



## Languages

**Portuguese (Native)**

**English (Fluent)**

**Spanish (Beginner)**

**French (Beginner)**



## Competences

- Strategy planning
- Portfolio management
- Project management
- Marketing intelligence



## Additional information

5-week exchange in San Diego and San Francisco (California – USA), Intrax school.

# Haichuan WANG



in

 **Tel.:** +33 6 37 63 96 31

 **Email:** haichuan.wang@edu.em-lyon.com

 **Nationality:** China



## Profile Summary

Contract manager with over seven years' experience representing multinational corporations in infrastructural area, specializing in FIDIC condition-based contract drafting and reviewing, assisting in project managers to claim for EOT and disputes settlements in the overseas projects.



## Education

### 2022 – 2023

emlyon business school – International MBA

### 2018 – 2021

University of Science and Technology Beijing – Juris Master

- International, criminal, contrat, commerce and procedural law

### 2011 – 2013

Dalian Maritime University – Master of Translation and Interpretation

- Legal translation, maritime conventions, simultaneous interpretation, technical translation

### 2007 – 2011

Zhanjiang Normal University – Bachelor of Literature



## Professional Experience / Major achievements

### 2019 – 2022 ■ PowerChina Guizhou Engineering Co., Ltd – Contract Manager

- Draft, review and negotiate EPC contracts, agreements
- Provide legal support on project financing and the compliance support
- Find solutions in the project disputes and cooperate with the external lawyers.

### 2018 – 2019 ■ Gilbarco China – Legal

- Draft and review contracts, maintain and develop the internal legal filing system
- Provide legal consultation and training
- Manage internal speak-up cases.

### 2016 – 2018 ■ China Jingye Engineering Co., Ltd – Translator and Contract Management

- Discuss, draft, review and negotiate the terms of business contracts
- Contract translation.

### 2013 – 2016 ■ Capital Engineering & Research Incorporation Limited – Contract Manager

- Review and negotiate contracts and agreements
- Act as the main point of contact for clients, site and project managers
- Liaise with technical and financial staff, legal teams and the client's own representatives.



## Languages

**Chinese (Native)**

**Cantonese (Native)**

**English (Bilingual)**

**French (Beginner)**



## Competences

- PRC BAR admission
- China Accreditation Test for Translators and Interpreters Level II



## Additional information

Writing journals, cooking, member of dance club, hiking

# Yaping XU



in

 **Tel.: +33 6 29 41 24 40**

 **Email: yaping.xu@edu.em-lyon.com**

 **Nationality: Chinese**



## Profile Summary

With 8+ years of experience in PR, branding and communications in Greater China region and 3 years in tech start-up for early-stage brand building in China and Europe markets, I am a pioneer in China in integrated marcom, bravely overcoming early challenges to help a lot international and Chinese go-global brands achieve business growth as an agency veteran.



## Education

### 2022 – 2023

**emlyon business school – International MBA**

- International Master of Business Administration - General

### 2005 – 2009

**Shanghai University – Bachelor degree**



## Professional Experience / Major achievements

### 2019 – 2022 ■ AliveX Biotech – Marketing Director

- Build brand and increase awareness and reputation from 0-1 for the tech startup in anemarket (AI Biotech for early drug discovery) to support its business and fundraising
- Responsible for its overall branding, PR, digital product design, and stakeholder communication strategy in China & Europe market.

### 2017 – 2019 ■ Premiere Consulting Groupe (Public Relations Agency) – Account Director

- Oversee the agency operation, bringing expertise in PR initiatives to ensure high quality deliverables/new product launch for luxury and hospitality brands in Greater China region
- Key clients: Tiffany, Jaeger-LeCoultre, LVMH Watch Brands Zenith & Hublot, Bulgari Hotel Shanghai and InterContinental Shanghai Wonderland (an IHG Hotel).

### 2016 – 2017 ■ FleishmanHillard PR Agency – Senior Manager of Brand Communication

- Provide brand marketing, new product launch, China market entry strategy and implementation for consumer, lifestyle and travel brands
- Key clients: Nestle-Wyeth Nutrition, MSC Cruises, Harley-Davidson, and Philips Lighting Hue.

### 2013 – 2016 ■ Racepoint Global PR Agency – Associate Account Director

- Responsible for managing PR projects, client relationship and implementing integrated campaigns across public relations, social media and digital platforms.
- Played key role in Great China Tech PR team for marcom campaign activities for clients
- Key clients: NXP, GlobalFoundries, Cook Medical, BD Diagnostics, Huawei (P8 launch in London).



## Languages

**Chinese (Native)**

**English (Fluent)**

**French (Beginner)**



## Competences

Comprehensive PR skill-set, corporate marcom, branding & reputation, crisis management, executive thought leadership, media outreach, influencers&celebrities relations,event management, product launch, startup branding



## Additional information

Travels and jogging

# Huijing YANG



in

 **Tel.: +33 6 51 78 68 38**

 **Email: huijing.yang@edu.em-lyon.com**

 **Nationality: Chinese**



## Profile Summary

With ten years of experience in the retail industry, I am open-minded with a strong affinity to people with keen insight. I take my responsibilities seriously and I am able to adapt to new environments very quickly.



## Education

### 2022 – 2023

**emlyon business school – International MBA**

- International Master of Business Administration – General

### 2006 – 2010

**University of Shanghai for Science and Technology**  
– Editing and Publishing



## Professional Experience / Major achievements

### 2019 – 2022 ■ KW Avene & RF | Area Manager

- Wholesale management: Monthly and yearly target set up, closely manage on monthly achievement, adjust sales plan according to actual market trend
- Sell Out management: Develop sales plan on yearly basis by channel by brand, manage counter to deliver brand image and sales strategy in different channels, work on trade marketing plan for different retailers
- Retailer management: Order and stock management, work out business plan with different retailer, close relationship management and daily work with Brand.
- TMKT Management: Develop Promotion and Merchandising plan on yearly basis by POS, Tailor-made value set planning, Retailer and platform relationship management, new opening opportunities negotiation.

### 2017 – 2018 ■ Estee Lauder TR | Account Coordinator

- Achieve monthly counter sales goals and business objectives and complete monthly sales report and estimate report, efficient management of daily counter operations
- Communicate with retailer for monthly order and stock inventory, Development and supervision of Bas
- Implement, execute and monitor incentive programs for Bas
- Cooperate with distributors closely to monitor the market.

### 2015 – 2017 ■ Pernod Ricard China KA | Sales Executive

- Achieve the annual volume target by developing and maintaining all the channel resources, to keep a good relationship with the F&B clients of the hotels to seek any sales, conduct different kinds of events or promotion to promote the products of PRC.
- Complete St.Regis Hotel shanghai, W hotel, Wanda Reign on the bund, Spirits exclusive contract; Follow and Track Marriott and Hilton Group Contract by outlets in shanghai; Develop and plan promotions and Events by outlets to achieve sales target
- Trade MKT Function
- Communicate with all the branding teams to allocate annual budget for hotel channel, meanwhile monitor and consolidate the budget, qualify outlet/city plan for each activation team to follow channel strategy and brand strategy.



## Languages

**Mandarin (Native)**

**English (Fluent)**

**Korean (Beginner)**



## Competences

- Strong selling and negotiation skills
- Project planning and execution management
- Team management and training skills



## Additional information

Snowboarding, surfing, gold and travels



## Yi ZHANG



 **Tel.:** +33 7 50 11 15 79

 **Email:** yi.zhang@edu.em-lyon.com

 **Nationality:** Chinese



## Profile Summary

Participated in the business negotiation of four construction projects and assisted the General Manager in the successful signing of a US\$238 million road and port construction project.



## Education

**2022 – 2023****emlyon business school – International MBA**

- International Master of Business Administration - General

**2011 – 2015****Zhengzhou University of Aeronautics**

- Bachelor of Arts in French



## Professional Experience / Major achievements

**2018 – 2022 ■ China Civil Engineering Construction Corporation**

- Undertaking local basic tax declaration and management work in Congo, establishing good communication basis with relevant local government staff to ensure efficient handling of business;
- Undertaking reimbursement management of each department of the unit, and effectively improving the quality and efficiency of reimbursement by optimizing and standardizing the reimbursement management system.

**2015 – 2017 ■ China Gezhouba Group Co., Ltd.**

- Undertaking docking and communication with company leaders, customers, public institutions and key figures of government departments;
- Connecting preliminary work, accompanying leaders to participate in various business and conference activities, and completing various reception, communication and translation as on-site French translator;
- Participating in the preliminary preparation, data collection and sorting of the company's new airport construction, road and bridge engineering and hydropower station contracting projects.



## Languages

**Chinese (Native)****French (Bilingual)****English (Fluent)**

## Competences

- Good learning ability
- 6 years working experience in African countries
- Strong ability of transaction processing and communication and coordination.
- Proficient in French translation



## Additional information

- Involvement in the various financial business;
- Master the management and operation mode of enterprise finance via some research;
- Practice of sport three times a week;
- Planning travels around Europe.

# Lida ZHAO



in

 **Tel.:** +33 7 68 20 58 86 ■ +86 1 35 22 20 32 65

 **Email:** lida.zhao@edu.em-lyon.com

 **Nationality:** Chinese



## Profile Summary

I have 2.5 years of experience in destination promotion and 2.5 years of sales experience in hospitality. I am a team worker with a strong work adaptability.



## Education

### 2022 – 2023

#### emlyon business school – International MBA

- International Master of Business Administration - General

### 2011 – 2015

#### Beijing Normal University – Hong Kong Baptist University United International College – Bachelor of Arts in Public Relations and Advertising

- Degree awarded by Hong Kong Baptist University



## Professional Experience / Major achievements

### 2018 – 2020 ■ PTG Consulting – Travel Trade Manager

- Developed and implemented marketing plan in North China travel market for Chinese outbound destination, serving clients including Qatar National Tourism, Uganda Tourism Board, Reno Tahoe Tourism and El Salvador Tourism.
- Helped clients to build brand awareness, increase arrivals, extend length of stay in destination, and increase traveler spend.
- Negotiated and facilitated co-op marketing campaign with selected tour operators and successfully developed travel packages from nothing.
- Conducted over 30 online and onsite sales training among tour operators and travel agencies with total over 1,000 participants.

### 2016 – 2018 ■ JW Marriott Hotel Beijing Central – CORP&MICE Sales Executive

- Developed and implemented strategic sales plans to target new accounts to achieve revenue goals.
- Retained and expanded revenue of existing accounts through account penetration, margin management, and implementation of sales and marketing initiatives.
- Engaged with key travel agencies and third parties that are sourced through the organization for their individual travel and group planning needs.

### 2015 – 2016 ■ Marriott International – Voyage Global Leadership Program in Sales & Marketing

- Completed cross training inside all hotel operation departments.
- Conducted face-to-face sales call, prospected new business through series sales actions, and maintained good relationships with key accounts.



## Languages

**Mandarin (Native)**

**English (Intermediate)**



## Competences

- Sales negotiation
- Marketing planning and executing
- Training



## Additional information

Photography, Travels, Go Game

# Jingna ZHU



in

 **Tel.:** +33 6 43 13 37 79  
 **Email:** jingna.zhu@edu.em-lyon.com  
 **Nationality:** Chinese



## Profile Summary

I'm an experienced project management officer with a demonstrated history of working in the internet/IT industry. Skilled in Business Planning, Project portfolio management, Resource Management and Risk Control. Currently pursuing MBA at **emlyon** business school.



## Education

**2022 – 2023**

**emlyon business school – International MBA**

**1999 – 2003**

**Nanjing Agricultural University – Bachelor of Science**

- Biotechnology



## Professional Experience / Major achievements

### 2021 – 2022 ■ ByteDance – Product development and Licensing

- Oversee Project portfolio globally (40+ countries), product iteration timeline.
- Design, implement and optimize legal process, ensure the compliance of products.
- POC for BD and licensing team, identify product initiatives and leverage BD resources. Managed 20+ product initiatives and 11 of them have been fully launched.

### 2017 – 2021 ■ Riot Games – Project Manager

- Lead and implement art& creative project planning, vendor management. Sourced and contracted 20+ vendors (individual and studio).
- Directed 1 animation & 1 music festival project production.
- Conducted marketing campaign creative proposal: 5 campaign & 2 partnership pitch.

### 2012 – 2017 ■ SAP – Business Operations

- Day to day project portfolio data monitor, prepare quarterly project report with in-depth analysis, present to board team.
- Act as liaison POC of global offices, for global events planning and resource allocation.
- Execute 3rd party procurement, quotation, purchasing and acceptance check.

### 2010 – 2012 ■ Google – Sales & Marketing Assistant

- Sales Operations: customer account setup and maintenance, reporting and invoice.
- Coordination 10+ offline marketing events, customer visit, customer training and roadshow.



## Languages

**Chinese (Native)**

**English (Fluent)**

**French (Beginner)**



## Competences

- PMP certified
- Business English



## Additional information

Full marathon runner, finished 3 full and 15 half marathon and look forward to running in Paris in 2024.

If you wish to meet our experienced international profiles to meet your next challenges in France and internationally, contact us:

**[relations-employeurs@em-lyon.com](mailto:relations-employeurs@em-lyon.com)**

**[em-lyon.com](http://em-lyon.com)**

