



PROFESSIONAL EXPERIENCE

- Since 2019** **Strategic Account Executive** – Wolters Kluwer
Software Editor for Banking (EBA ACPR regulatory reporting, risk alm etc). English speaking position, based in Paris, France
- Diamond Club Winner 2023: Top achiever EMEA
 - Hunting: managed the full Sales cycle with deals around 600k-1m EUR including Product & consulting
 - Farming: managed over 20 accounts in EMEA
 - Created relationships with C-Levels of financial institutions (from the neo institution to the systemic bank)
- 2019** **Junior Consultant Financial Services** – Accenture SAS
Mission at Natixis Investment Manager for the governance & implementation of Anaplan software, Paris, France
- PMO: Animation of two workshops per week with clients and collection of their business needs for the project
 - Wrote functional & technical specifications for the implementation of Anaplan.
 - Participation in the various phases of the solution's deployment (Governance change, KPI's indicators, training...)
- 2018**
Internship **Assistant Project Manager** – Credit Agricole Technology & Services
Change management & transformation for all the regionals fund branches of the bank, Paris, France
- Participated of the trainings for implementing the "agile" methods to the 70k employees of the regional branches
 - Provided support to the interventions of BCG Consulting by assisting on their PowerPoint presentations

COMMITMENTS & ACHIEVEMENTS

- Since 2020** **Lecturer** in Risk Management – University of Paris 1 Panthéon-Sorbonne
Sorbonne School of Management
- Teaches Economics of Information to the 3rd year bachelor's degree students, 80 students per semester
 - Co-management of the master's degree in project management (ranked 4th best strategic master's degree in FRA)
 - Developed international partnerships (1.8 million euros deal)
 - Mentored & coached students for business schools' application (INSEAD, ESSEC, ESCP, Sciences Po...)
- 2021** **Business contest "CEO for One Month"** – The Adecco Group
Contest open to entry level profiles, over 20.000 candidates to evaluate skills and find a "CEO" profile
- Selected among the top 10 finalists after 3 months of virtual & in-person contests
 - Participated in the finale in front of top French CEO's (PwC, Avril, Printemps)
 - Got a job offer as "Chief of Staff to the Chief Operating Officer (COO)" at The Adecco Group
- 2016** **President** – Federation of the Associations of the University of Paris 2 Panthéon-Assas
Elected president of the federation of 20 associations to represent them at the board of the college & organize events.
- Organized conferences with a former prime minister & the minister of economy (over 2000 students present)
 - Initiated the creation of the official "bachelor's degree graduation ceremony" of the university.

EDUCATION

- 2024-2027** **PhD Management**
University of Paris 1 Panthéon-Sorbonne (& classes at ESCP Business School)
- 2019** **Dual Program Master's degree - Project management** (Ranked 3rd dean's list)
University of Paris 1 Panthéon-Sorbonne (FR) & University of Delaware (USA). *Full scholarship on merit*
Thesis: How innovation drives companies to digitalize themselves and compete better (High Honors)
- Business Strategy, Econometrics, Market dynamics, Innovation, Risk Management
- 2017** **Bachelor's degree – Political Science & Law**
University of Paris 2 Panthéon-Assas
- Analysis of political behaviors, European and international law, political theory, international relations
- 2017** **Bachelor's degree – Economics & finance**
University of Paris 2 Panthéon-Assas
- Statistics, mathematics, financial markets, business law, risk theory, international economics

OTHER

- Languages** **English:** fluent **French:** native **Spanish:** basis
- Certifications** "Becoming a persuasive negotiator" & Yale University; "Building your leadership skills" HEC Paris
- Interests** Boxing (two years and ongoing), Fencing (over five years), Latin American culture, higher education