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French native
English bilingual



KEYS FACTS

- 10 year experiences as Managing Director in Central Europe, Benelux and Russia
- 15 years of successful profit centre development
- 25 year experiences in automotive business
- Located in Paris and Budapest

PROFESSIONAL EXPERIENCES

Since June 2005

MSX INTERNATIONAL
Retail Network Services



Since 10/2017

Managing Director Russia

- | | | | | |
|--------|----------------|-------------|----------|----------------|
| ▪ 2018 | 1.5 M€ Revenue | 84 k€ EBIT | 5.7% RoS | 1 legal entity |
| ▪ 2017 | 1.5 M€ Revenue | 123 k€ EBIT | 8.4% RoS | 1 legal entity |

Since 02/2014

Managing Director Benelux

- | | | | | |
|--------|----------------|-------------|----------|------------------|
| ▪ 2018 | 8.1 M€ Revenue | 681 k€ EBIT | 8.5% RoS | 2 legal entities |
| ▪ 2014 | 7.8 M€ Revenue | 188 k€ EBIT | 2.4% RoS | |

Since 07/2009

Managing Director CEE

- | | | | | |
|--------|----------------|--------------|-----------|------------------|
| ▪ 2017 | 8.2 M€ Revenue | 909 k€ EBIT | 11.1% RoS | 3 legal entities |
| ▪ 2009 | 0,3 M€ Revenue | -160 k€ EBIT | -53% RoS | 1 legal entity |

09/2011 to 02/2014 **Operations Director France**

- | | | | | |
|--------|-----------------|-------------|-----------|--|
| ▪ 2013 | 36.5 M€ Revenue | 5.1 M€ EBIT | 13,9% RoS | |
| ▪ 2011 | 35.1 M€ Revenue | 3.6 M€ EBIT | 10.3% RoS | |

07/2009 to 07/2011 **Managing Director Russia**

- | | | | | |
|--------|----------------|--|--|--|
| ▪ 2011 | 0.8 M€ Revenue | | | |
| ▪ 2009 | 0.7 M€ Revenue | | | |

06/2005 to 06/2009 **Global Key Account Manager for French Brands**

Main Project Management:

- | | |
|---|-------------|
| ▪ Peugeot Technical Assistance Nordics + NL | 2.2 M€/year |
| ▪ Renault Tech Assistance France | 1.2 M€/year |
| ▪ Renault PER4 France, NL, Germany Italy... | 4.0 M€/year |
| ▪ PSA DI | 0.7 M€/year |

Major Sales:

- | | |
|---|-------------|
| ▪ Renault PER4 (Upgrading Program) | 4.5 M€/year |
| ▪ PSA Dossier d'Intervention (France & Belgium) | 1 M€ |
| ▪ Renault Nordics (Wty, Tech. Ass. + Training) | 0.6 M€/year |
| ▪ Renault Academy | 0.3 M€/year |

07/2000 to 05/2005 **MITSUBISHI MOTORS France**
Subsidiary of Mitsubishi Motors Corporation



06/2002 to 05/2005 **France Aftersales Director**

- Parts and Accessory Sales: Budget over 30M€/year
- Service improvement to final customers
- Field force management

07/2000 to 06/2002 **Aftersales Manager for South of France**

- Start up a complete new organization

01/1998 to 06/2000 **FIAT AUTO FRANCE**
Subsidiary of Fiat Auto Spa



FIAT CHRYSLER AUTOMOBILES

01/1998 to 06/2000 **Zone Manager**

09/1993 to 12/1997 **GEOMETRIC RESULTS**
Retail Network Services for Car Manufacturers



01/1996 to 12/1997 **Consultant** (North of France)

- Implementation of an Aftersales Dealer Process Improvement program within Ford dealer network

09/1993 to 12/1995 **Warranty Auditor** (Paris & East of France)

EDUCATION

2000 **HEC Paris** **Hautes Etudes Commerciales**
One of the best French Business School

CESMA Degree - Global Dealership Management



1992 **ESTACA** **Ecole Supérieures des Techniques Aéronautiques et Construction Automobile**
One of the single French Automotive Engineer School

Engineer Degree - Automotive construction



MISCELLANEOUS

Born Feb. 11th, 1968

Sport Running