



Nationalité France & Roumanie

Paris (75000)

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Directeur Analyses Commerciales / Directeur Operations Commerciales, Sénior

EXPERIENCES PROFESSIONNELLES

- déc. 2022 / aujourd'hui Senior Manager Business Analysis**
Infineon Technologies (Semiconductor Manufacturing, 16 B€ Revenues, 57 000 Employees)
- Manage sales reporting and business analytics; lead a team of business analysts
- Own the sales targets setting process
- Monitor key business performance metrics, conduct gap analysis, derive actionable insights, and formulate recommendations
- Drive the development and implementation of innovative business analysis visualisation solutions, leveraging data from various systems and data sources
- Actively contribute to Sales and Marketing enablement projects
- avr. 2022 / nov. 2022 Associate Director Sales Reporting & Analysis**
Capco - Wipro Group (Financial Services, 10,6 B\$ Revenues, 240 000 Employees)
- Established the foundations for the Reporting & Analytics function
- Defined and executed data strategy to provide business analytics and actionable sales insights
- Spearheaded Capco's integration into Wipro: identified cross-selling opportunities and synergies
- juin 2021 / mars 2022 Senior Manager Business Analysis**
iRobot (World Leader in Robotics, 1,6 billion \$ Revenues, 1400 Employees)
- Managed business reporting and the automation of reports to monitor marketing & sales KPIs
- Improved sales forecasting methodology and improved accuracy through analysis of variances
- Supported strategic planning & decision-making with actionable business analysis insights
- mai 2017 / mai 2021 Head of Sales Operations**
Thales (19 billion € Revenues, 80 000 Employees, 56 countries)
- Led a team of Sales Operations Managers and Analysts
- Managed sales reporting, sales forecasting, business analysis and sales target setting
- Implemented sales transformation initiative (customer 360, sales process & sales organisation optimisation)
- Drove the automation of the reporting tools and the evolution of the CRM

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DIPLOMES ET FORMATIONS

- oct. 2004 / mars 2006 Master Economie d'Entreprise - BAC+5**
Université d'Orléans

COMPETENCES LINGUISTIQUES

- Anglais** Courant

Espagnol
Français
Roumain

Elémentaire
Courant
Bilingue