



May 2025

RECRUTE TALENTS

IFCCI CV Newsletter:
Connecting Talent with Opportunity



Indo-French Chamber of Commerce & Industry's HR & Recruitment Services Department

presents its

Exclusive CV Newsletter 'Recrute Talents'

Welcome to the IFCCI CV Newsletter, a dedicated initiative from the IFCCI HR Department crafted to seamlessly connect exceptional talent in the Indian job market with leading organizations within our esteemed network. This exclusive, anonymous CV newsletter is directly circulated among CXOs across our extensive ecosystem of close to 800 French and Indian member companies, with the aim of facilitating the perfect alignment between candidate expertise and employer requirements.

Each edition of this newsletter shines a spotlight on a curated selection of accomplished professionals spanning diverse industry functions, seniority levels, and varied backgrounds, offering a concise overview of their career trajectories and key achievements.

We are committed to providing comprehensive support throughout the process, all while upholding the strictest standards of confidentiality.

The **May edition** of this document features a snapshot of compelling candidate profiles, French, India and bi-cultural, received by IFCCI within the past 30 days.

For inquiries regarding a specific candidate featured herein, please contact Ms. Apoorva Sharma, Assistant Manager - HR and Recruitment Services at apoorva.sharma@ifcci.org.in, referencing their brief resume identifier.

Our dedicated HR & Recruitment team offers comprehensive, end-to-end support for all your Hiring and Learning & Development needs. To explore how our recruitment services can benefit your organization, please reach out to me at mansukhani.j@ifcci.org.in.



Ms. Jyotsna Mansukhani,
Head - HR & Recruitment Services

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Procurement/Supply

CUMULATIVE WORK EXPERIENCE : 34 years

LANGUAGES : French, English, Spanish

CURRENT LOCATION : France

PREFERRED LOCATION : India

NATIONALITY : French

VISA/OCI CARDHOLDER : Tourist Visa

Educational Qualifications

Master's in Procurement

Other Career Fields

1. Career management
2. Coaching

PROFILE SUMMARY

Experienced international procurement and supply chain professional with proven expertise in export operations, global project management, and key account handling across diverse markets. Skilled in leadership, negotiation, coaching, and multilingual communication, with a strong analytical and organizational mindset.

The common thread is relationships, whether it's optimizing expenses, standardizing products or processes, or providing support in career management or nutrition.

I also really enjoy sharing my knowledge.

I'm currently looking for a job related to India, the country I love so much.

TWO KEY ACHIEVEMENTS

- My humanitarian field missions for Doctors Without Borders (MSF: Médecins Sans Frontières)
- The beginning of my career in Australia

Beauty

CUMULATIVE WORK EXPERIENCE : 25 years

LANGUAGES : French (native), English (fluent), Russian (intermediate)

CURRENT LOCATION : Mumbai

PREFERRED LOCATION : Mumbai

NATIONALITY : French

VISA/OCI CARDHOLDER : N/A

Educational Qualifications	Other Career Fields
<ul style="list-style-type: none"> English and Russian Degree 	Furniture

PROFILE SUMMARY

For over 20 years, I have worked as an international sales manager in the beauty industry, My main responsibilities included:

- 1. Development Strategy:** Developing and implementing the company's export strategy by identifying target markets and growth opportunities.
- 2. Market Analysis:** Conducting market research to understand trends, consumer preferences, and regulations in different countries regarding cosmetics.
- 3. Partnership Management:** Establishing and maintaining strong relationships with distributors, sales agents, and local partners.
- 4. Negotiation:** Participating in commercial negotiations, defining sales terms, and ensuring revenue targets are met.
- 5. Coordination with Internal Teams:** Collaborating with marketing, production, and logistics teams to ensure product availability and promotion in foreign markets.
- 6. Sales Tracking and Reporting:** Analyzing international sales performance, compiling reports, and proposing corrective actions if necessary.
- 7. Training and Support:** Training local teams on products and sales strategies, while providing technical and commercial support.

The geographical areas in which I have operated include the United Arab Emirates, Russia, the CIS, the United States, Canada, and I also had the opportunity to collaborate with some partners in India.

TWO KEY ACHIEVEMENTS

- For over five years, I worked on developing the Gautier furniture franchise network in Central and Eastern Europe and in Central Asia.
- I introduced a new brand of skincare products to the international market, generating a revenue of €1 million within just two years.

Marketing (B2B and Retail)

CUMULATIVE WORK EXPERIENCE : 05 + years

LANGUAGES : English, French, Hindi (basic)

CURRENT LOCATION : Mumbai

PREFERRED LOCATION : Remote Work

NATIONALITY : French

VISA/OCI CARDHOLDER : OCI

Educational Qualifications

Masters in Economics & Business
(Sciences Po Paris)

Other Career Fields

1. Market/Consumer Research
2. Project Management

PROFILE SUMMARY

Indo-French marketing professional with over 5 years of experience in B2B and retail marketing, a strong passion for the gourmet food sector. My expertise includes gathering and analysing consumer insights, new product development, supporting sales teams with customer presentations and ideations, and driving social media campaigns. I have developed these marketing skills in the food processing industry, a pastry and bakery chain as well as at a market study company.

Having worked in both India and France, I've broadened my perspective and adaptability.

Beyond the workplace, leading and being a part of a National and club sports team has helped me develop my leadership skills by balancing individual and group dynamics as well as maintaining positive communication.

TWO KEY ACHIEVEMENTS

- Successful packaging revamp across 2 categories of products for over 50SKUs aligning all departments (R&D, production, procurement, legal, finance and sales). I was in charge of developing designs and coordinating content changes, following up on procurement and ensuring optimal change over based on stocks along with production team's training and appropriate communication to sales team.
- During Covid, spearheaded the development of a website, offering a seamless online ordering system as well as videos and other tools to maintain the contact with customers. This project had to be executed within very short timelines, remotely and coordinating internal and external teams.

Business Development / Public Relations

CUMULATIVE WORK EXPERIENCE : 05 years

LANGUAGES : English (fluent), French (Mother tongue), Hindi (advanced)

CURRENT LOCATION : New Delhi

PREFERRED LOCATION : Mumbai

NATIONALITY : French

VISA/OCI CARDHOLDER : Tourist Visa (5 years)

Educational Qualifications	Other Career Fields
<ul style="list-style-type: none"> • M.A in Public Affairs (Sciences Po Paris) • Special degree in Hindi (INALCO) 	<ol style="list-style-type: none"> 1.Public Affairs 2.Market Analysis

PROFILE SUMMARY

I hold a Master's degree in Public Affairs from Sciences Po Paris and have spent the past four and a half years at Dassault Systèmes within the Public Sector department. My role evolved across public affairs, market analysis, and business development. Initially focused on institutional relations, I coordinated the group's positioning on French and European regulatory issues, working closely with the Secretary General and engaging with organizations such as NUMEUM and MEDEF International.

I then transitioned into a Market Analyst role, where I led strategic studies on government digitalization policies, public sector innovation, and recovery plans. I authored two in-depth risk analysis reports for the group's executive committee—one on the US-China trade war and another on the economic impacts of Russia's invasion of Ukraine. I also contributed to executive briefings by preparing documentation for the Vice President of Public Sector.

Later, as a Business Consultant, I supported the digital transformation of cities and public agencies in France, Saudi Arabia, Ukraine, and India, gaining valuable experience in client relationship management, international project coordination, and the implementation of collaborative digital solutions.

My early diplomatic exposure includes a six-month internship at the French Embassy in New Delhi, where I worked with the Defense Attaché on regional strategic reporting and the preparation of official visits. This followed a university exchange year at Presidency College in Kolkata.

Having lived and worked internationally, I bring strong analytical and editorial skills, a solid understanding of public-sector ecosystems, and a deep commitment to international cooperation. I now seek to place my experience at the service of institutions promoting sustainable development, heritage preservation, or economic diplomacy.

TWO KEY ACHIEVEMENTS

- **Six Years of Hindi Language Study** I studied Hindi for six years, including advanced coursework at INALCO (Institut National des Langues et Civilisations Orientales) as part of a specialized programme. This academic foundation was reinforced by immersive experiences during my time in India, where I deepened my understanding of the language and regional cultures through study and professional engagements.
- **Strategic Contribution to Dassault Systèmes' Public Sector Activity** At Dassault Systèmes, I led the creation of foundational documents—market analyses, sector quantification, and opportunity mapping—that shaped the strategy for our public sector division. This work supported the design of a new business model, which I presented to the company's executive board and later helped implement across the organization.

International Business Development & Strategy

CUMULATIVE WORK EXPERIENCE : 05 years

LANGUAGES : English (fluent); Hindi (native); German (B1); Marathi (native)

CURRENT LOCATION : Bangalore

PREFERRED LOCATION : Bangalore

NATIONALITY : Indian

VISA/OCI CARDHOLDER : Indian citizen holding Schengen business visa

Educational Qualifications	Other Career Fields
<ul style="list-style-type: none"> • Masters in Public Policy (NLSIU, Bangalore) • B.Sc. Economics (Hons) (SIU, Pune) 	<ol style="list-style-type: none"> 1. Energy 2. Foreign Policy

PROFILE SUMMARY

International business development and go-to-market strategy executive with over 5 years of experience across renewable energy, international trade and education sectors.

In my current role with an Indian power electronics major, I have set up a new brand line for DC power sources for the green hydrogen sector; successfully achieving European market entry and account expansion. Through a combination of strategic outreach, cross-functional alignment, and data-driven tools, I have increased lead generation by over 200% and secured multimillion-dollar sales pipelines in under a year. My role involves not only commercial execution but also thought leadership—representing the organization in global conferences and leading industry dialogues.

Previously, I worked with the Australian Department of Foreign Affairs and Trade, advising on economic diplomacy and trade policy. I facilitated B2B partnerships, provided market intelligence, and prepared high-level briefings on sectors such as renewable energy, fintech, infrastructure, and startup ecosystems. My insights contributed to trade strategy and bilateral cooperation initiatives, including visits by ministerial and prime ministerial delegations.

Earlier experiences include policy research and consulting internships with global think tanks, industry chambers, and foundations where I contributed to knowledge assets, white papers, and thought pieces on green hydrogen, carbon border adjustment mechanisms, and FDI trends.

I am pursuing roles that accelerate sustainable transition through international collaboration in technology and commerce.

TWO KEY ACHIEVEMENTS

- Established brand 'Yonder H2' leading marketing, positioning and outreach activities resulting in over €2 million of export sales within one financial year – representing a growth of 180% Y-O-Y in this segment.
- Facilitated a visit program for a delegation of senior executives from Export Finance Australia (EFA) to India, resulting in multi-million-dollar bilateral export and development financing deals.

Law

CUMULATIVE WORK EXPERIENCE : 05 years

LANGUAGES : French, English (fluent), German (fluent), Hindi

CURRENT LOCATION : France

PREFERRED LOCATION : Mumbai (Mobile all over India)

NATIONALITY : French

VISA/OCI CARDHOLDER : N/A

Educational Qualifications	Other Career Fields
Business Law Masters degree / (Master Droit des Affaires)	1. Foreign languages

PROFILE SUMMARY

I was born in India but grew up in France, I always wanted to go back to this place, so I studied in Chennai, Tamil Nadu (Stella Maris College in 2015) for one semester.

After my business Law Masters degree, I worked in different fields of the Law : public contracts, litigation, Consumer Law, Property Law, real estate Law and Housing Law , Civil Law and Family Law (judicial protection measures e.g.).

In fact, I wanted to gain experience as much as possible, to be able to work in different services, structures, firms or even non profit organizations. I developed those years a certain sens of adaptability, and could discover a lot of fields in Law, some i like better than others. This variety of contracts (short term contracts mostly) made my profile rich and interesting.

Now, I wish to find a position within this multicultural environment : between India and France helping a firm, a company or any other structure member of the IFCCI to safely conduct its business thanks to my knowledge, my skills, my motivation and my true passion for the Law.

Therefore, I started learning Hindi.

TWO KEY ACHIEVEMNETS

- I managed to obtain refunds in 2020 (french non profit organization UF QUE CHOISIR 85) during the pandemics when the flights were cancelled. It was really a win because I had to call, send lots of mails in order to get the money back of their clients, without getting in front of a judge.
- I managed to avoid expulsion of tenants in 2024 (french non profit organization ADEI ADPP 17) when their landlords wanted to evict them. Unfortunately, the rights of these vulnerable people are often violated, and they can not afford to take the case in front of a juge either, that's is why it is important to protect them.

International Business

CUMULATIVE WORK EXPERIENCE : 04 years

LANGUAGES : French, English, Spanish

CURRENT LOCATION : France

PREFERRED LOCATION : France and India, Asia

NATIONALITY : French

VISA/OCI CARDHOLDER : N/A

Educational Qualifications

MBA International Business & Management –
University of Seoul

Other Career Fields

1. Business Development
2. Negotiation
3. Key Account Management
4. Luxury Products,
5. Medical, Pharma & Healthcare

PROFILE SUMMARY

Experienced trilingual with several years of experience in strategic commercial roles, I specialized in commercial development management and distribution network management with key competencies in:

- Strategic budgeting and commercial planning
- KPI management - Salesforce
- International subsidiary development and market entry analysis (Asia & Europe)
- Diversified management of distribution networks - Direct and indirect
- Luxury brand promotion: strengthening market position in Asia
- International promotion of wines and spirits
- KOL and influencer relations management internationally
- Thriving under pressure in fast-paced, foreign market

TWO KEY ACHIEVEMENTS

- Reactivated 15 key accounts and generated 100k€ sales in India within 6 months (KAM India)
- Drove 30% Sales Growth across 3 distributors in 8 countries (North Europe & Baltics)

Marketing & Events Management

CUMULATIVE WORK EXPERIENCE : 04 years

LANGUAGES : French (Native), English (Fluent), Spanish (Intermediate)

CURRENT LOCATION : Mumbai

PREFERRED LOCATION : Mumbai

NATIONALITY : French

VISA/OCI CARDHOLDER : N/A

Educational Qualifications

Master's Degree in Business Management from EDHEC Business School ("Grande Ecole" Program)

Other Career Fields

1. CRM
2. Database Management
3. Design

PROFILE SUMMARY

I'm a dynamic and internationally experienced communications professional with a strong background in marketing, branding, and events management. With a master's degree in business management from EDHEC Business School and professional experiences spanning France and India, I bring a multicultural perspective and a proactive approach to corporate communications. Until December 2024, I served as Communications Assistant Manager at Societe Generale India in Mumbai under the French V.I.E. program, where I lead the creation and deployment of integrated communication strategies and branding initiatives, and coordinated internal and external events.

My background also includes marketing and CRM roles at SCOR, KPMG France, and Bollore Logistics (now CEVA Logistics), where I gained hands-on experience in digital marketing, CRM management, and content creation. Skilled in the Adobe Creative Suite and marketing automation tools like Pardot, I have successfully executed multi-channel campaigns and produced impactful marketing materials aligned with brand standards.

Fluent in French and English, with working proficiency in Spanish, I thrive in international and cross-functional environments. I am currently seeking new opportunities in Marketing and Communications in Mumbai and am open to roles across all sectors.

TWO KEY ACHIEVEMENTS

- As part of my V.I.E. assignment, I successfully designed and implemented a 360° communications plan to celebrate Societe Generale's 160th Anniversary in India. From the branding of the office premises to the organisation of an event gathering key clients and partners, my role consisted in coordinating all the initiatives and stakeholders involved in the celebration of this milestone, along with its promotion on various social media channels.
- As part of my V.I.E. assignment, I also coordinated 2 Mumbai editions of a Group sporting charity challenge which consisted in walking and running to support NGO's acting for the integration and education of youth across the world. I organised local activities and managed to drive staff participation in Mumbai to a record of 70%.

Governance, Law, Project Leader

CUMULATIVE WORK EXPERIENCE : 03 years

LANGUAGES : French, English, Spanish, Hindi (starting)

CURRENT LOCATION : Delhi

PREFERRED LOCATION : Delhi

NATIONALITY : French

VISA/OCI CARDHOLDER : Employment Visa

Educational Qualifications

LLM International Economic Law Master's Degree (European School of Law)

Other Career Fields

1. International Governance
2. Project leader
3. International & European Law

PROFILE SUMMARY

Since July 2024, I've been based in Delhi as a Project Leader in Governance for a federative entity within an international NGO movement. As my contract ends in August, I'm eager to continue my professional journey in Delhi. My background includes a Master's in International and European Economic Law, which has equipped me with a robust skillset encompassing contract drafting, GDPR compliance, policy development, governance, project management and communication. I truly enjoy tackling diverse projects and adapt quickly to new challenges.

My current work involves hands-on management of vital governance projects across Europe, the US, Asia, and the Middle East. This includes drafting core documents like articles of association, policies, and contracts. I've also been key in setting up and driving a new governance framework, as well as leading important meetings such as General Assemblies and Board of Directors, always making sure everything adheres to legal requirements.

I am eager to leverage my skills and experience within the IFCCI network in Delhi.

TWO KEY ACHIEVEMENTS

- **GOVERNANCE :** I spearheaded the complete overhaul and drafting of new By-Laws for the LP4Y Alliance, fundamentally redesigning its governance framework to be more democratic and robust through the introduction of new key instances. This initiative successfully culminated in the full implementation of this enhanced governance structure, significantly improving the representativeness and engagement of all member entities within the LP4Y movement.
- **LAW :** Evolved into a central legal point of contact for entities within the movement, responsible for reviewing contracts and drafting official documents, thereby contributing to the legal security and coherence of the entire organization.