

IFCCI
CV NEWSLETTER

*RECRUTE
TALENTS*

January 2025



**Indo-French Chamber of Commerce & Industry's
HR & Recruitment Services Department**
presents its
Exclusive CV Newsletter

This edition of the Newsletter focuses exclusively on
Enterprising Talent - French Nationals

This document showcases a selection of candidate profiles received by IFCCI in the past 30 days.

To inquire about a specific candidate, kindly write to Ms. Apoorva Sharma, Assistant Manager - HR and Recruitment Services at apoorva.sharma@ifcci.org.in referencing their brief resume.

IFCCI boasts a database of over 7500 candidates, and our dedicated HR & Recruitment team offers end-to-end support for all your hiring needs.

To avail our recruitment services, please reach out to Ms. Jyotsna Mansukhani, Head - HR & Recruitment Services, IFCCI at mansukhani.j@ifcci.org.in

**IFCCI HR & Recruitment Services
Terms & Conditions**

Success Fees applicable on hiring Candidates presented in this Newsletter

**Member Companies - 12% of the Annual
Salary Package of the Candidate**

**Non-Member Companies - 15% of the
Annual Salary Package of the Candidate**

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Tech Business Leader – Automotive / Digital

Cumulative Work Experience : 25 years

Languages - French, English, Japanese

Current Location - Chennai

Preferred Location - Mobile all over India

Nationality - French

OCI Cardholder - Not Applicable

EDUCATIONAL QUALIFICATIONS

- MA in Politics (Sorbonne) & in International Negotiation

OTHER CAREER FIELDS

- Software Technology
- Product Innovation
- Customer Intelligence
- User Experience
- Brand Strategy

PROFILE SUMMARY

A multifaceted automotive professional who has led across geographies - Europe, Japan, India, USA - teams in human resources, branding, product planning, customer intelligence, research & innovation, and software development.

My core strength is conceptualizing, executing & managing sizeable transformative projects from the ground up. I am excited by all initiatives which touch people - user, customer, employee - and bring innovations into our lives. Before returning to India, I led a research team for 7 years in an innovation lab in Silicon Valley with the goal to create services for a seamless and autonomous mobility.

Today, I drive the agile transformation of AU automotive division rich of 750+ software developers and engineers in Chennai and Bangalore and build Software defined Vehicle (SDV) development capacities. My ambition is to produce tangible business outcomes with a strong focus on governance, operations efficiency & utilization of technology to drive innovation, agility and employee experience.

TWO KEY ACHIEVEMENTS

- Designed & launched 2 successful products for India which transformed their segment by meeting customer unmet needs, both received national recognition & overachieved their sales target.
- Transformed a team of 300 engineers to 750 agile software developers in a span of 3 years

Economics & Development

Cumulative Work Experience : 18 years

Languages - French & English

Current Location - Chennai

Preferred Location - Chennai

Nationality - French

OCI Cardholder - Yes

EDUCATIONAL QUALIFICATIONS

- MSc. Economics and Mathematics, Toulouse
- Post-Master degree in Forecasting & Economic Policy, Paris Graduate School of Economics
- Global Doctorate in Business Administration in AI and Data Sciences, Rennes School of Business with UpGrad - Expected in 2026

OTHER CAREER FIELDS

- Research and Consulting
- Strategic Leadership
- Business Management

PROFILE SUMMARY

Economist with 18 years of expertise spanning public and private sectors in France and India. Macroeconomic specialist with a focus on risk analysis in developing economies. Expertise in sectoral analysis, customized reporting for clients and partners, strategic insights on sectoral trends, economic & trade issues and topical research. Led knowledge management for the company, by building a process to access and curate relevant information on 100+ economies, trade, policy, politics, and sectoral trends. Managed the wholly-owned subsidiary in India since 2015: incorporation, administration, finance, and human resources, including leadership of a local team (hiring, training, supervision, and evaluation).

Avid reader (business news, history, geopolitics) and perpetual learner; I embarked on a 3-year global doctorate in business administration, an executive program with a high standard of applied research to develop advanced skills of strategic planning and decision-making with advanced AI tools.

Established a robust network of industry experts, business leaders, and trade associations to drive strategic collaborations. Experienced public speaker on global economic trends and emerging opportunities.

TWO KEY ACHIEVEMENTS

- Developed a solid network of French Foreign Trade Advisors in Tamil Nadu and Pondicherry; actively participated in international events; and successfully organized an Asia-Pacific regional event, the largest French business event in India in almost two decades, with responsibilities on strategy, financial management, coordination of 50+ partners, communication, etc.
- Recruiting, training, and mentoring several young Indian economists, who turned to successful business careers (State Bank of India, LinkedIn, Amity University, PwC, EY, etc.)

HR & Business Development

Cumulative Work Experience : 14 years

Languages - French & English

Current Location - Goa

Preferred Location - Goa and remotely

Nationality - French

OCI Cardholder - Not Applicable

EDUCATIONAL QUALIFICATIONS

- Master's Degree in Corporate Communication
- Certified Coach

OTHER CAREER FIELDS

- Hospitality & Travel
- Consulting
- Education
- Healthcare
- Luxury
- Fashion

PROFILE SUMMARY

14 years of experience in multi-country environments, being people-oriented professional with a global mindset. Multitasked leader, adapting to the needs of the organization. I am known for my strong ownership, entrepreneurial and solution-oriented mindset and committed to driving impactful outcomes and team success.

Skills :

- Team management
- Talent acquisition & retention
- Sales & Marketing
- Multi-countries team coordination
- Strategy & Process optimization

TWO KEY ACHIEVEMENTS

- I have successfully founded and launched companies and branches from scratch across diverse locations—Mumbai, Kuala Lumpur and Brussels. Throughout these ventures, I have led key functions including business development, team recruitment and training, operations management, budgeting, and strategic planning.
- Within an international non-profit organization, I have successfully built and streamlined processes, increased fundraising results by 20% within and reduced staff turnover by 30% within just one year. Additionally, I have enhanced employee engagement and cultivated strong, long-term relationships with all stakeholders, driving both organizational growth and sustainability.

Information System Specialist

Cumulative Work Experience : 10 years

Languages - French, English. Learning Hindi and Tamil

Current Location - Delhi

Preferred Location - Mobile all over India

Nationality - French

OCI Cardholder - Not Applicable

EDUCATIONAL QUALIFICATIONS

- Higher Technician certificate in IT

OTHER CAREER FIELDS

- Data Analytics Manager
- Technical Event Coordinator

PROFILE SUMMARY

I have led a wide and diverse range of projects across public and private sectors, serving as a key player in innovation and change, a trusted operator focused on user needs, and a strategic partner to other departments.

During my 10 years' experience in the Information Systems department, I have successfully covered these key missions:

- Project management for IS design, implementation and development.
- Supervision of production and support teams.
- Budget management and supplier relations.
- Aligning IS with corporate strategy and senior management requirements.

My communication skills and international experience enable me to interact smoothly and effectively with worldwide interlocutors and to operate an open-minded management with multicultural teams.

TWO KEY ACHIEVEMENTS

- Managed and secured the information system structure of a government institution in India at its central office and its five branches across the country.
- Lead a technical and administrative team of 45 people to deploy 500+ government technical devices throughout France.

Account Management, Business Development, Negotiation

Cumulative Work Experience : 08 years

Languages - French (native), English (C2), Spanish (B2), Hindi (A1)

Current Location - Delhi

Preferred Location - Delhi (or Gurgaon, Noida)

Nationality - French

OCI Cardholder - Work Visa

EDUCATIONAL QUALIFICATIONS

- Master in Finance at IESEG School of Management (France)

OTHER CAREER FIELDS

- Energy sector
- Finance
- Consulting

PROFILE SUMMARY

French Account Manager with 8 years of experience in Sales, Business Development, Negotiation, and Key Account Management in international companies. I've worked in various sectors including transportation, finance, consulting, cybersecurity and energy and I can easily adapt to new roles and career fields. I have worked for French, German and UK-based companies.

For the past three years, I was a Senior Account Manager for a leading worldwide transportation company, managing contract and franchise negotiation, as well as business expansion for parts of France and Europe. Within this role, I have been praised for my performance, being selected in a «Young Leader» leadership training program along with ten other people from all over Europe.

I also have a project management experience, especially in a global/international context, and I am used to travel frequently and to negotiate with C-Level contacts.

On top of my Account Management/Sales experience, my finance background and an Excel expert level certification also allows me to work on finance/revenue analysis. During my past roles, I used my pragmatism and stress-free mindset to be able to work under tight deadlines on simultaneous projects.

TWO KEY ACHIEVEMENTS

- Managing independently a 15M€+ annual turnover portfolio of partners/clients on the European market for a world-leading transportation company - with frequent travel all around Europe to meet key decision-makers.
- Started and directed a project to switch 20+ buses from diesel to green fuel, negotiating for one year with various stakeholders such as private companies and public officials, to avoid 1500+ tons of CO2 emissions per year

Business Development

Cumulative Work Experience : 04 years

Languages - French, Gujarati (Native), Hindi, English (Fluent) and Spanish (B2)

Current Location - France. Currently on a family visit in Gujarat

Preferred Location - India and France

Nationality - French with OCI

OCI Cardholder - Yes

EDUCATIONAL QUALIFICATIONS

- Masters in Aeronautical Engineering
- Supply Chain Management

OTHER CAREER FIELDS

- Aerospace
- Defense

PROFILE SUMMARY

Born and raised in Paris with Indian heritage, I bridge the cultures of both France and India, fluently navigating between them. I am multilingual, approachable, and skilled at building strong relationships.

With over 4 years of experience in the Aerospace and Defense Industry, I have honed my expertise in purchasing and procurement at a French company that manufactures aircrafts such as Rafale. My professional journey includes working in both France and the United States as a VIE for 18 months. I am passionate about aviation, combining a solid technical background with a keen understanding of business dynamics.

My aim is to contribute to the growth and development of both France and India, fostering cross-border collaborations and innovation.

TWO KEY ACHIEVEMENTS

- Spearheaded procurement strategies for a French Defense and Aerospace company, driving cost savings and enhancing operational efficiency across international teams. Managed Supplier portfolio of +14M USD annual revenue, increased On Time Delivery (OTD) by +13% over 6 months.
- Successfully facilitated key partnerships during my VIE in the U.S., optimizing supply chain processes and ensuring smooth cross-border project execution.

Data & AI Specialist

Cumulative Work Experience : 03+ years

Languages - French C2 , English C1, Spanish C1, Hindi B1

Current Location - Mumbai

Preferred Location - India/Central and East Asia

Nationality - French

OCI Cardholder - Not Applicable

EDUCATIONAL QUALIFICATIONS

- Master's Degree in Data Science

OTHER CAREER FIELDS

- Industry
- Biotechnology
- Medical Research

PROFILE SUMMARY

Specialist in Data and AI Transformation, with over three years of experience managing projects for 10 international teams. My expertise includes creating efficient data workflows, developing ETL pipelines, building calculation tools, and designing interactive dashboards to support data-driven decision-making.

Based in Mumbai, I handle digital transformation initiatives, improve data quality, and drive international collaboration to support research and operations for a French energy multinational.

Available from February 2025, I'm eager to take on new challenges to support business growth. Whether by establishing a new branch in India or accelerating the growth of an existing business, I'm committed to delivering innovative solutions and impactful results by leveraging data and AI to unlock business potential and create long-term value. At the same time, I remain open to exploring international opportunities to bring my expertise to new markets and drive impactful results worldwide.

TWO KEY ACHIEVEMENTS

- Designed and deployed ETL pipelines for 10+ research methods, reducing experiment analysis time from several days to a few hours and enabling advanced insights through centralized data storage.
- Delivered 30+ successful AI and data-driven projects over three years across industries including automotive, biotechnology, biology, textile and medical research in France and India.

International Business Development

Cumulative Work Experience : 03 years

Languages - French (native), English (Fluent), Indonesian(Intermediate), German (Basics)

Current Location - France

Preferred Location - Any

Nationality - French

OCI Cardholder - Not Applicable

EDUCATIONAL QUALIFICATIONS

- Sciences Po, Master 2 in International Relations
- EGE, MBA in Strategy & Economic Intelligence

OTHER CAREER FIELDS

- International Project Management
- Consulting in Digital Transformation

PROFILE SUMMARY

Young professional, I hold a Master's degree (Master 2) in International Relations from Sciences Po and an MBA specializing in Strategy and Economic Intelligence. My expertise lies in International Business Development, with two years of experience in Indonesia supporting French companies in their market entry strategies, particularly in the defense, aerospace, energy, transportation, and infrastructure sectors.

I have developed strong skills in business networking, identifying and developing commercial opportunities, market analysis, providing regulatory, financial and sectorial advice, intercultural communication, conducting meetings with key decision-makers, and organizing international programs such as Business Seminars, BtoB workshops.

My career has been highly international, with professional experience (including internships) in France, Denmark, Latvia, Indonesia and Malaysia. I am particularly passionate about Asia and wish to further my career in India, which offers significant commercial opportunities in Franco-Indian business relations.

TWO KEY ACHIEVEMENTS

- I organized a 5-day Business Mission in Indonesia, hosting a delegation of 26 French companies and 40 participants to facilitate contacts with the Indonesian mining business community. The program, which was the outcome of one year's preparation, included BtoB meeting sessions, a visit to a nickel mining site, speed meetings, etc.
- I carried out a complete study (including documentary research, field study, analysis and strategic recommendations) for a leading French company, concerning the contribution of artificial intelligence to optimizing the company's intelligence cycle and business intelligence activities, leading a team of 3 people for that matter.

Economic Affairs & Diplomacy

Cumulative Work Experience : 02 years

Languages - French (native), English (C1) and Spanish (B2)

Current Location - France

Preferred Location - Any Location

Nationality - French

OCI Cardholder - Not Applicable

EDUCATIONAL QUALIFICATIONS

- License in Applied Foreign languages, specialization in International Relations
- Master's degree in Diplomacy and International Relations, specialization in Economics

OTHER CAREER FIELDS

- Project management
- International management
- Education & research
- Communication & IT
- Cybersecurity

PROFILE SUMMARY

I am a recent graduate with a dual background in Applied Foreign Languages as well as Diplomacy & International Relations. Throughout my academic journey, I have specialized in the economic aspects of international affairs. With two years of professional experience in international business, I have had the privilege of working with organizations such as the OECD, the U.S. Government, the International Chamber of Commerce and the French Ministry of the Interior. During these experiences, I had the opportunity to work on a wide range of topics, including diversity, inclusion, agriculture, energy, artificial intelligence, housing, environment, economics and development. These roles have allowed me to gain a diverse set of skills, including policy analysis, economic research, project management and international negotiations, all of which I believe can add value in a dynamic, emerging market like India. I am serious, respectful, and highly committed. I am eager to fully dedicate myself to a company or organization whose projects have a meaningful impact. My experience has equipped me with a deep understanding of global economic trends and I am eager to apply this knowledge in new, challenging environments. I am particularly interested in contributing to international business and economic development projects in India, where I see exciting opportunities to foster growth and collaboration across borders.

TWO KEY ACHIEVEMENTS

- Drafted a national plan for 2024-2027 within the French Ministry of Interior and followed up on the implementation of measures adopted by the Prime Minister.
- Participated in resolving economic issues during budget meetings at the OECD