

IFCCI
CV NEWSLETTER

*RECRUTE
TALENTS*

November 2024



**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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Information Systems 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 - N/A

EDUCATIONAL QUALIFICATIONS

- **Higher Technician Certificate in IT**

OTHER CAREER FIELDS

- **Data Analytics Manager**
- **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

- Manage and secure 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 / NCR

Nationality - French

OCI Cardholder - N/A

EDUCATIONAL QUALIFICATIONS

- **Master's Degree in Finance, 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.

Public Policy, International Business & Social Innovation

Cumulative Work Experience : 04 years

Languages - French & Tamil (Native speaker), English (Fluent), German (basic), Hindi (A1)

Current Location - Hyderabad

Preferred Location - Any Location

Nationality - French

OCI Cardholder - N/A

EDUCATIONAL QUALIFICATIONS

- **Master's Degree in Public Affairs, Sciences Po Paris**
- **Master's Degree in International Business, Paris-Nanterre University**
- **Bachelor's Degree in English & Economics, Sorbonne University**

OTHER CAREER FIELDS

- **Government Advisory**
- **Strategic Consulting**
- **Nonprofit Leadership**

PROFILE SUMMARY

A seasoned professional with over 4 years of experience in public policy, international business, and social innovation. I have held strategic roles within the French Government, including serving as Chief of Staff to the Director General of Health and as a Cabinet Member for the Minister of Health during the COVID-19 pandemic. These roles enabled me to drive critical national policy reforms and navigate one of the most significant public health crises of our time. Beyond government, I have delivered impactful projects in consulting, notably with BearingPoint in the Government & Public Services sector, focusing on operational transformation and public service innovation.

My leadership extends to nonprofit initiatives, where I founded and presided over the Indo-French Sciences Po Alumni Circle, fostering cross-cultural exchanges and promoting South Asia as a professional hub. A native French & Tamil speaker, fluent in English, and currently learning Hindi (A1 level), I thrive in multicultural environments. My linguistic and cultural adaptability, combined with a strong commitment to equal opportunities, allows me to forge meaningful partnerships and implement sustainable solutions. I am passionate about creating impactful change by bridging public and private sectors to address global challenges.

TWO KEY ACHIEVEMENTS

- **Crisis Management during COVID-19:** Played a pivotal role in coordinating national health policy responses in France, supporting the Minister of Health and Director General of Health to navigate one of the most significant public health crises of our time.
- **Strategic Consulting & Social Innovation:** Delivered transformative projects with BearingPoint in the Government & Public Services sector and founded the Indo-French Sciences Po Alumni Circle, fostering cross-cultural exchanges and promoting South Asia as a professional hub.

Data and 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 - N/A

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 January 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.

Economic Affairs and 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 - N/A

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

Business Development

Cumulative Work Experience : Fresher

Languages - French & English

Current Location - Marseille

Preferred Location - Bangalore / Coimbatore / Mumbai

Nationality - French

OCI Cardholder - N/A

EDUCATIONAL QUALIFICATIONS

- **Masters in Business - Programme Grande Ecole, Kedge Business School**

OTHER CAREER FIELDS

- **Marketing**
- **Communications**

PROFILE SUMMARY

I am eager to contribute to dynamic international projects and support French companies in India by driving sales growth and enhancing brand image. With a 15-month experience in South Korea, I have developed a deep understanding of Asian markets and refined my ability to thrive in multicultural environments. Passionate about international business, I aim to dedicate my time to building expertise in Asia, with a keen interest in long-term opportunities in India. As a recent graduate from KEDGE Business School, I am looking for challenging projects and opportunities for growth. Let's connect!

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