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Nationalité French
Married

Paris (75000)

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Key Account Manager - Technical Support - Aftersales, Sénior

EXPERIENCES PROFESSIONNELLES

- mars 2022 / aujourd'hui** **Sales Support Manager Ports & Maritime**
Cavotec
- avr. 2021 / mars 2022** **Sales Assistant**
JWC Community Support
- oct. 2018 / mars 2020** **Vessel Technical Manager**
Cryostar
- † Manage an International Client portfolio of 120 LNG Tankers - Golar LNG, BW LNG, Hoegh LNG, Gaslog, Cardiff, Dynagas, NLNG, DSME, HHI, ...
 - † Perform troubleshooting activities, corrective maintenance, conduct RCA
 - † Ensure the coordination of offshore maintenance operations on a daily basis
 - † Liaise with the different departments (R&D, Production and Global Service) and subcontractors for the onsite operations, commissioning modifications
 - † Monitor contract details to notify clients of pending expiration and process renewal, conduct negotiations with clients to establish contracts details
 - † Build and consolidate good work relationship with Clients, Suppliers
 - † Regulate and supervise the « JBOG » recovery interventions
 - † Advise on purchasing material/services in accordance with clients' needs
- nov. 2013 / juin 2018** **Geophysical Supervisor**
C.G.G. Massy France
- † Analyse the Technical Feasibility of the projects respecting the financial constraints
 - † Supervise 2 offshore teams of 3 Geophysicists
 - † Liaise with R&D department to troubleshoot processing issues
 - † Develop teams' performance: creation of an Education Program on Full Onboard Processing (team of 15 Geophysicists)
- janv. 2007 / oct. 2013** **Project Manager R&D - offshore & offices**
CGG & Fugro Seismic Imaging Norway
- To define, to pilot and supervise offshore projects respecting timing and costs objectives
 - To analyse the feasibility and to develop a new processing sequence for innovative projects
 - To ensure the logistics and maintenance of the hardware and software resources on the vessels
 - To ensure coordination with transversal departments (Processing, Mechanics and Navigation: 30 people)
 - To develop a training program for seismic data processing (15 engineers)
- janv. 2005 / janv. 2007** **Offshore Quality Control Engineer**
Fugro Geoteam AS, Norway
- To ensure the quality of the deliverables and the respect of the contract's specifications and standards
- juil. 2004 / déc. 2004** **Engineer Final Project**
TOTAL R&D, France, Pau
- "Geostatistical modelling of reservoir facies for 4D Seismic data interpretation".
(Publication à la S.E.G. Houston en 2005)

Master Final Project - January- June 2004 - C.E.A./DASE, France, Bruyères le Châtel
"Atmosphere and Earth waves coupling during major seisms"

DIPLOMES ET FORMATIONS

sept. 2017 / juin 2018	M.B.A. « Business Manager » - BAC+4 CNAM IIM, Paris
/ juin 2017	Entrepreneurial Management Program - BAC+3 California State University, San Bernardino
sept. 2003 / juin 2004	Master of Internal Geophysics - BAC+4 Louis Pasteur University, Strasbourg
sept. 2001 / juin 2004	Engineer Diploma Ecole de Physique du Globe, Strasbourg

COMPETENCES

Multicultural team management under stressful conditions
Strategy and Operations focuses for respect of clients' and Group 's objectives
Technical analysis of proposals and innovative projects (>1M€)
Team Performance development
Targeting presentations to the characteristics and needs of the audience
Offshore hardware and software Resources Parametrization
Leading Q.H.S.E. audits on seismic vessels
Technical, activities and final project reporting
Processing, Mechanics, Computer Programming
Change management, Operations management
Negociation, business communication
Management Information Systems
Digital Transformation

COMPETENCES LINGUISTIQUES

Anglais	Bilingue
Allemand	Elémentaire
Français	Bilingue

CENTRES D'INTERETS

Diving (Level II Padi), Tennis, Hiking, MOOCs, Orienteering Courses