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17/12/1985 (38 ans)  
Nationalité Française

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Nantes (44000)

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## Business Development & Marine Senior Engineer, Confirmé

### EXPERIENCES PROFESSIONNELLES

#### sept. 2019 / aujourd'hui **Engineering & Risk Service Line Manager**

BV Solutions M&O

*Responsible for the international business coordination of one of four service line. Reporting to company's director, interface position between the 3 production centers (FR, UK & ML) and local business development teams in the world. In charge of the service offer structuring in close collaboration with operations, the support to large-scale projects set up, the definition of the business strategy (partnerships, development areas...) and the monitoring of the overall business performance. Global PnL = 30 M€*

*Operations management role for French production center during 6-months S2 2019.*

#### sept. 2018 /

#### **Commercial Manager**

BV Solutions M&O

*BV Solutions M&O is the new subsidiary of Bureau Veritas Marine & Offshore (former Tecnicas-Hydrocean), committed to provide maritime, oil & gas and marine renewables actors with the cutting-edge solutions, technical expertise and engineering & risk services to enable ever more challenging projects (independently from classification and certification activities).*

*Reporting directly to the BV Solutions M&O Director, my main missions and responsibilities consist in :*

- *Oversee the sales and marketing strategy of Engineering & Risk Services and maintain an efficient sales organization within the Group network*
- *Manage a sales team of 3 people, consisting of two business developers and a sales and communication admin*
- *Participate in the development of major commercial offers and negotiate with key account customers*
- *Contribute to marketing and communication activities*
- *Monitor sales performance & sales dashboards*

#### janv. 2017 / août 2018

#### **Business Developer - DORIS Renewables**

DORIS Engineering - Paris

*DORIS Renewables is DORIS Engineering Business Unit dedicated to alternative energies and capitalizes on DORIS Group experience to propose smart solutions for the development of game-changing projects.*

*Worldwide known for its pioneering work since 50 years, DORIS successfully completed a number of most prominent projects resulting in several "firsts" in the history of offshore technology, always acting as an independent partner aiming at Projects' success and Client satisfaction.*

#### **MAIN RESPONSIBILITIES**

- *Development and structuring of DORIS new Business Unit, with particular focus on business development (business plan and business model), management and monitoring of commercial activities*
- *Definition of commercial strategy and negotiation of contracts*
- *Management of the related communication and marketing activities : operational management and strategy definion*

#### juin 2014 / janv. 2017

#### **Sales & Marketing Department - Tender Manager**

DORIS Engineering

*In charge of technical and commercial proposals (up to ~30 M€ budget). The position consists in evaluating the amount of resources required for the preparation of the proposal, liaising with multidiscipline players (contractual, administrative, financial), and coordinating subcontractors, partners, DORIS technical leads involved in the bid process. Activity also includes discussing and negotiating with the client. Projects type*

and disciplines: all oil and gas technical disciplines and strong participation to Marine renewable energies tenders.  
Responsibilities: Tender Manager. / Management: leads, partners, subcontractors.

<b>juil. 2013 / mai 2014</b>	<b>EGINA FPSO Mooring Detail Design - Lead Engineer</b> DORIS Engineering <i>EGINA FPSO Mooring Detail Design</i> <i>Mooring detail design coordinator for EGINA FPSO including mooring extreme analysis, fatigue analysis inc. OPB/IPB phenomena and support calculations for mooring equipment design (UCSF and tensioning system). Interfaces with other contractors</i> <i>Responsibilities: Mooring design lead. / Managed people: 5</i>
<b>juil. 2013 / juil. 2013</b>	<b>Moho Nord FPU Mooring Detail Design – Installation engineering</b> DORIS Engineering <i>Mooring installation support calculations and procedures for hook-up operations.</i> <i>Responsibilities: Engineer.</i>
<b>juil. 2012 / févr. 2013</b>	<b>FEED for LNG Terminal Floating Barrier – Boat impact and Mooring design studies</b> DORIS Engineering <i>Mooring design of supporting buoys for a floating barrier under boat impact and environments using Diodore, Orcaflex and Deeplines software.</i> <i>Responsibilities: Engineer</i>
<b>sept. 2011 / juil. 2012</b>	<b>Moho Nord FPU Basic Engineering - Hull Structure</b> DORIS Engineering <i>Hull structure scantling and sizing from 2D beam analysis to 3D Finite Element Analysis using MARS and VeriSTAR Hull software. Hull appurtenances design supervision.</i> <i>Responsibilities: Discipline deputy lead / Managed people: 3</i>
<b>août 2010 / août 2016</b>	<b>CLOV FPSO Mooring Detail Design</b> DORIS Engineering <i>Mooring extreme analysis for CLOV FPSO using ARIANE7 software.</i> <i>Responsibilities: Engineer</i>
<b>mai 2010 / août 2010</b>	<b>R&amp;D development – Offshore windfarm unit installation pontoon</b> DORIS Engineering <i>Conceptual study including hull design, stability &amp; hydrodynamic analysis and installation procedure definition of a groundbreaking pontoon for offshore windfarm foundation installation using Autohydro and Diodore software.</i> <i>Responsibilities: Engineer</i>
<b>févr. 2010 / avr. 2010</b>	<b>Conceptual studies for LNG Terminal Floating Barrier</b> DORIS Engineering <i>Mooring design and analysis of a floating barrier using Orcaflex and Deeplines software.</i> <i>Responsibilities: Engineer</i>
<b>nov. 2009 / janv. 2010</b>	<b>JIP SALT2 Follow-up</b> DORIS Engineering <i>Hydrodynamic modelling and analysis of side by side berthing and mooring between FPSO and LNG carrier</i> <i>Responsibilities: Engineer</i>
<b>avr. 2009 / sept. 2009</b>	<b>Project Engineer Trainee Naval Architecture</b> DORIS Engineering <i>Conceptual study (pre-FEED) of a LNG FPSO hull structure</i>
<b>juin 2008 / août 2009</b>	<b>Structural Engineer Trainee</b> Bureau Veritas <i>LNG FPSO turret integration and fore hull design calculations using Finite Element Analysis (VeriSTAR Hull software)</i>
<b>juil. 2007 / août 2007</b>	<b>Trainee – Production</b>

## DIPLOMES ET FORMATIONS

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**sept. 2006 / avr. 2009**     **Master of Engineering Hydrodynamics & Naval Engineering – Naval Architecture - Project Management** - BAC+5  
Ecole Centrale Nantes

## COMPETENCES

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Tender Manager, OPB/IPB, calculations for, Discipline, lead, FEMAP/NASTRAN, Ariane7, Diodore, Deeplines/Orcaflex, AutoHydro Maxsurf

## COMPETENCES LINGUISTIQUES

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<b>Anglais</b>	Courant
<b>Espagnol</b>	Elémentaire
<b>Français</b>	Bilingue

## CENTRES D'INTERETS

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Sailing, Photography, Running (training & competition)