

## WEBSITE

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# Adrien PAUTY

Corporate executive, with more than 9 years of experience, opened to professional opportunities

32 years old French living in Warsaw, Poland

Currently working as Management & Strategy Senior Consultant at ACCENTURE

## EXPERIENCES

ACCENTURE Poland  
Permanent polish labor contract  
Since April 2021  
Warsaw, Poland

### **Management & Strategy Senior Consultant, Strategy & Consulting Department, Intelligent Consulting Hub (ICH)**

(non-exhaustive list of projects below)

#### **Banking & Finance Institution – Project Manager (18 months)**

Lead the Financial Institutions perimeter over a global banking services migration project  
Implementation and monitoring of the project, KPIs, as expected by the executive committee  
Participation to the design of the business cases for Financial Institutions and the migration strategy  
Ensure that the program management (PMO program, stream leaders with agile teams), is defined and has followed-up KPIs

#### **Pharmaceutical and biotechnologies company – Strategic Content Publisher (6 months)**

Lead the Content Publication activities including upload of content, D code tagging, storage of local assets and support to the Content Managers with global and local content (over 25 languages)  
Input to study progress tracker for local content & Content quality sanity check such as character limitations, assets rendering and correct population of content fields.  
Training of new members of the team

#### **Business Development, Social Selling & Channel Alliances Manager**

Management of the business unit dedicated to business development  
Implementation of the strategy with other managers to lead digital transformation projects  
Development of an outbound marketing and an inbound marketing strategy  
Enhancement the relationship with technological partners

#### **Manager of nonfood e-commerce websites**

Project management and business monitoring of the websites development (every steps of the sites implementation)  
Operations management of the products families and of the websites animation  
Monitoring and analysis of traffic statistics to improve customer experience and sites performance

#### **Strategic Marketing Manager**

Development of a full strategic marketing approach  
Work on the company's strategy (benchmark, positioning and brand study) and offers (packaging, products and services, sales matrix and sales pitch)  
Development of a new service for the company

#### **Manager of the Business Unit Oxito.com**

Management of the business unit (e-commerce website) to rectify a non-profitable situation  
In charge of the refoundation of the website  
Improvement and creation of new offers to match the market's needs  
Responsible for the financial stability of the business unit

#### **Trade Marketing Assistant**

Work in tandem with the person in charge of the category  
Preparation of promotional campaigns  
Decision-making process for the year to come  
Implementation of internal communication tools

#### **Marketing Assistant**

Creation of the budget for the marketing department of the company  
Implementation of the strategy with the managers  
Introduction of a « 3 years strategy » around three main themes: Life of the brand, sales and marketing conquest and improvement of loyalty through new tools and the use of social media

KOMPOSITE France  
Executive manager contract  
3 years  
Paris, France

GALEC E.LECLERC  
Master II ending internship  
6 months  
Ivry-sur-Seine, France

L'ŒIL ELECTRIQUE  
Master I ending internship  
5 months  
Nantes, France

OXITO.COM  
Expatriation contract  
1 year  
Lausanne, Switzerland

GALEC E.LECLERC  
Bachelor ending internship  
6 months  
Ivry-sur-Seine, France

Groupe OT  
Gap year  
1 year  
Nantes, France

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## CERTIFICATIONS

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### DATA & IA

**Leading with Analytics & Artificial Intelligence** (Northwestern University - Kellogg School of Management), **Adobe Real-Time Customer Data Platform** (ADOBE), **Tableau Software** (Salesforce)

### IT

**Cybersecurity Basics** (ISS HRE), **Phishing: how to protect yourself** (ISS HRE), **CCSP** (CITRIX), **Certified Storage Sales Professional** (Lenovo), **Network Security Expert & Network Security Associate** (Fortinet), **The Evolution of Cybersecurity** (Fortinet), **HCS Sales Specialist** (Huawei)

### BANKING

**International sanctions of 2021 & 2022** (CPL HRE), **Market abuse** (CPL HRE), **Conflicts of interest** (CPL HRE), **Prevention of internal fraud** (CPL HRE), **FATCA EAI / FATCA EAOI Expert** (CPL HRE)

### THINK & ACT

**Design Thinking Basics** (AC), **13 Technology Quotient** (Pluralsight), **Storytelling Fundamentals** (AC), **Agile Training Program** (AC), **PSMI** (Scrum.org), **JIRA Atlassian** (Percipio), **Confluence Atlassian** (Percipio), **PowerPoint advanced** (JSIT), **Delivering value with integrity** (AC)

### LANGUAGES

**TOEFL** (ETS Global), **ELYTE** (COCEF), **TOEIC** (ETS)

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## EDUCATION

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### RENNES SCHOOL OF BUSINESS MASTER in Management

**Master in Management** (Programme Grande Ecole) – France - 2015/2017  
Specialty: Service Marketing Management & Information Technology Management

### LAMAR UNIVERSITY MBA in Business administration

**MBA in Business Administration** (Double track program with the MiM) – USA, Texas - 2017  
Specialty: Management & Marketing

### AUDENCIA BUSINESS SCHOOL BACHELOR BBA

**Bachelor BBA** – France - 2009/2013  
Specialty: Strategic & Operational Marketing  
ECTS credits 182/180 – final grade 17/20

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## SOFT SKILLS

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**TEAM BUILDER**

**PROBLEM SOLVER**

**EXCELLENT COMMUNICATOR**

**DRIVING FORCE**

**CREATIVE**

**TASTE FOR CHALLENGE**

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## LANGUAGES

**FRENCH** ● ● ● ● ●  
**ENGLISH** ● ● ● ● ●  
**SPANISH** ● ● ● ●  
**POLISH** ●

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## HARD SKILLS

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<b>MANAGEMENT</b>	● ● ● ● ●	<b>PROJECT MNGT</b>	● ● ● ● ●
<b>MARKETING</b>	● ● ● ● ●	<b>STRATEGY</b>	● ● ● ● ●
<b>TEAM BUILDING</b>	● ● ● ● ●	<b>SALES</b>	● ● ● ●
<b>COMMUNICATION</b>	● ● ● ● ●	<b>IT</b>	● ● ● ●

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### SPORT

**Football** (casual player), **Rugby** (supporter), **Tennis** (casual player, 12 years in competition in the past)

### HOBBIES & INTERESTS

**Cinema, Science & Technologies, Science-Fiction, History, Travel** (visited 25 countries & lived in 10 of them)

### COMMITMENT

**Manager of the Alumni Club of Poland** (Rennes School of Business)