

CV-LINK

THE MONTHLY NEWSLETTER OF THE
HR & EMPLOYMENT SERVICE

ABOUT OUR CV-LINK

Thanks to its 15 years expertise in career counseling and recruitment, the FTCC HR consultancy team accompanies its members to connect with qualified French professionals of all industry sectors, from entry to senior levels.

In this scope the HR department is pleased to send you its CV-Link Monthly Newsletter.

For new readers, please note that the aim of this monthly newsletter is to present a selection of French citizens or foreign nationals ready for interview in (or near) Thailand.

Today, the database of our Recruitment Department encompasses more than 5000 candidates, with 1/3 is living, working looking for new opportunities in Thailand or in Asia.

Please do not hesitate to contact us if you have any specific requests or identified recruitment needs.

Delphine HENROT

HR Director

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** Terms & Conditions are on the last page*



TEAM LEADER & BUSINESS DEVELOPMENT MANAGER

Sales Representative, Business Development, Digital Marketing, Content Marketing

Experience

- 6 years in Sales department: Sales coordinator, Sales Manager, Team Lead Sales coordinator
- 3 years as Sales development in Content Marketing World's largest Company: Taboola
- 1 year managing 3 sales coordinator: 120% MBO's achievement Quarter on Quarter, Increase Book of Business by 50%
- Solid experience in fast paced international start-up environment
- 3 years in Thailand, Bangkok
- Great social skill, strong positive attitude: collaborating and reporting daily to C-level, Marketing, Sales Operations, Country manager, Sales team

Identity

French, F, 29
Ref: FTCC2018.12-01



Education

- Master's degree Strategic Marketing Inseec Paris 2010-2013
- BTEC Higher National Diploma, International Trade, 2007-2009

Languages

- French (MT)
- Spanish (MT)
- English (Fluent)

Marketing / Program Manager

Marketing Management, Digital Transformation, Project Management

Experience

- 17 years of international business experience enabling organizations to build digital strategies, leverage technology and deliver business transformation, including 3 years on projects in Asia. Competency in marketing, sales and customer service in various industries (Energy, Consulting, Consumer Retail, Aeronautics, Banking...)
- Jun.2014-Aug. 2018 Schneider Electric Digital Marketing Program Director driving a demand generation program. Turned web in revenue generation engine: Increased marketing contribution to revenue from 200m€ to 300m€
- Jan.2011-May.2014 Schneider Electric CRM Program Director - Deployment in 80 countries. Cross-Selling increased by 15%, lead conversion by 5%
- Mar.2008 Dec.2010 AREVA T&D CRM Program Manager – 40M€ (24 months), Enterprise-wide implementation (80 countries), supporting front office transformation. Reached 94% sales forecast accuracy for factories

Identity

French, M
Ref: FTCC2018.12-02



Education

- 1997-2001 Graduate school of management, Kedge Marseilles
- Master in Management, specialised in Sales, E-Business & Marketing

Languages

- French (MT),
- English (fluent, Business practice)



Purchasing Manager

Experience

- More than 7 years experiences in strategic purchasing management within multinational companies and diversified sectors.
- 2 years as a Senior Indirect Buyer EMEA (Facilities Management and Security) for an European Retail Company (-8% of savings)
- 2,5 years as a Purchasing Consultant for different sectors (Luxe, Retail, Pharmaceutic) and different categories (metal parts, equipment, maintenance, merchandising, works...)
- 13 months as a VIE (Goteborg) within one famous automobile company, as a sourcing buyer for the mufflers (-9% savings) - India and Brazil markets.

2 years as a Project Buyer within a Telecom company (Fiber Optical Deployment)

- Management of a team : 2 buyers
- International environnement
- Skills : knowledge of purchasing concepts - Strategy - Sourcing - Analysis - Project and Contract Management - Cost saving - Negotiation

I can occur a director position, intervene at all level of a company to provide practical solutions in daily tasks, or participate at any stage in establishment and management of a production site in Thailand.

Experience

- With over 20 years specializing in management production sites in Thailand, I have fully relocated and built 2 manufacturing companies with full responsibility in establishing and managing business here.
- With an extensive field experience of project leadership, combining solid management strategies, strong planning and organization skills, I regularly intervenes to solve problems companies can encounter in their day to day operations.

Identity

French, F, 31
Ref: FTCC2018.12-03



Education

- Master degree in Purchasing from the Business School of Pau (2009-2013)
- Master Thesis : "The different processess of negotiation between the European and Asian Culture".

Languages

- French (MT),
- Englisht (Fluent)

Identity

French- M - 56
Ref: FTCC2018.12-04



Education

- Bachelor degree in commercial management

Languages

- French (MT),
- Thai (Fluent),
- English (Good skills)



Human Resources Director/Manager

HR Director, Learning and Development Manager, Talent Development Manager, Recruitment Manager

Experience

- 14 years experience as Human Resources Professional in Learning and Development, Staff/Talent Development, Career Management, Performance Management, Benefits and Compensation, Recruitment, and Conference Management.
- 8 years experience working internationally in Non-Governmental Organizations in India (Doctors Without Borders), and for the United Nations in Uganda and Thailand with regional and global responsibilities
- 4 years experience in managing and empowering multicultural teams (up to 20 direct staff)
- 3.5 years experience travelling for work assignments in international settings such as Bangladesh, South Korea, Chad, Angola, Gabon, Mali, Madagascar, Comores, Algeria, Rwanda.

Identity

Belgian, F, 38
Ref: FTCC2018.12.05



Education

- Master's Degree in Labour Sciences - University of Louvain-La-Neuve, Belgium (including Erasmus in Barcelona, Spain)
- Master's Degree in Political Sciences - University of Louvain-La-Neuve, Belgium (including Erasmus in Limerick, Ireland)

Languages

- French (MT),
- English (bilingual),
- Spanish (intermediate)

IT / organisational project manager

*IT strategic and operational project manager, Consultant.
Services, trade, utility sectors*

Experience

- 6 years in advisory company (Ersnt&Young, AtoS) as an Information Technology (IT) strategic and operational project manager.
- 1 year in a french energy and utility french company (EDF - Electricité de France) as a studies and surveys analyst.
- Worked independently or in team with up to 20 colleagues and/or clients.
- Lead up to 4 people to achieve projects.
 - Managed short (2-3 weeks) to long term (2 years) projects such as: IT long term strategic plans, Change management, Software implementation (HR, Finance, Data), Performance improvement.

Identity

French, F, 32
Ref: FTCC2018.12-06



Education

- Master degree in management from Rennes School of Business, France.
- One year exchange program with FORE School of Management, New Delhi, India - training course focussed on digital

Languages

- French (MT),
- English (professional practice),
- Italian (intermediate),
- Thai (basic)

