

Maximilien Lerat

Digital Solution Architect & Partner @Weexa Thailand with 7+ years of work experience in IT

maximilienlerat

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+66658209305

Bangkok, Thailand

SKILLS & COMPETENCIES

Digital Solution Design

Leadership

Entrepreneurship

Cloud Computing

B2B Digital Transformation

Coding

DevOps

Digital Strategy Consulting

Big Data

Electronics & Hardware

Project Management

Tech Lead

Strategic Decision Making

Employee Management

LANGUAGES SKILLS

English: Bilingual

French: Native

Russian: Professional working

Thai: Beginner (can read script)

EDUCATION

MCS and Embedded Systems

2010 – 2015: ESIEE PARIS, France

2015: 6-months exchange semester at ITMO University, Russia

AWARDS

Grand Prix V.I.E Thaïlande 2021

Business France

INTERESTS

Entrepreneurship

Engineering

Digital Technology

Fitness

Music

PROFESSIONAL EXPERIENCE

► **WEEXA** (*B2B digital integration*) - Thailand 03/2020 – Current
Key achievements

Digital Solution Architect & Partner

03/2022 - Current

- ✓ Implemented and deployed B2B integration solutions worldwide
- ✓ Built +10 technical tools and frameworks to industrialize and speed up the development of an integration project. Reduced the implementation time up to 80%.
- ✓ Defined the local sales & marketing strategy. Contributed to set up a local sales team and build tools to industrialized the sales funnel. Defined offers and pricing strategy. Developed partnerships for IT solutions. Contributed to the promotion of the brand via expo & networking events. Contributed to the sales process of 2 signed deals (+3M THB)

IT Manager

03/2020 - 03/2022

- ✓ Coordinated and contributed to IT internal projects (infrastructure, governance, digital workspace solution, networking...)
- ✓ Designed and developed a mobile application and multiple ERP customizations. Implemented best practices for modern software development .
- ✓ Managed a team of 7 support technicians and developers.

► **SENTELIS** (*Big Data consulting agency*) - France 03/2018 – 10/2019
Big Data Engineer & IT Consultant @CRÉDIT AGRICOLE ASSURANCES

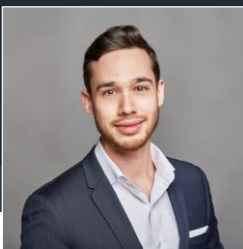
Key achievements

- ✓ Started as a developer, ended up Tech Lead for a team of 10 developers to focus on delivering critical solutions.
- ✓ Coordinated over 5 projects involving multiple stakeholders.
- ✓ Designed and developed advanced and optimized data pipeline for streaming & batch processing of customers' financial data
- ✓ Led 3 deployments of business applications
- ✓ Developed over a dozen of tools for the delivery team to automate repetitive manual tasks
- ✓ Conducted multiple training sessions to improve team performance

► **WAVESTONE** (*IT consulting firm*) - France 07/2016 – 03/2018
IT consultant in Data Architecture

Key achievements

- ✓ Internal project: Built data engineering pipeline. Migrated financials and HR data to a new ERP system. Managed business master data. Identified and corrected HR and financial data errors.
- ✓ L'Oréal IT: Defined and deployed a digital collaboration solution worldwide. Coordinated with IT managers to define the rollout roadmap.
- ✓ Alstom: Defined and formalized internal IT governance for headquarters' IT operations.



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 Bangkok, Thailand

To

Franco-Thai Chamber of Commerce's Members and Committee

March 6, 2023

Dear Members,

I want to express my sincere interest in becoming part of the Counsellors for the Franco-Thai Chamber of Commerce.

Many people may have never heard of me, as I am still relatively new in the Bangkok community. I came to Thailand in March 2020 as a V.I.E with a personal long-term goal; applying my IT skills and knowledge to contribute to the global digital transformation in South-East Asia. As a "luk khrueng", I have been immersed in the Asian culture all my life and always believed in the strong potential for growth and development in this region. Fortunately, this is happening right now.

For the last couple of years, I have been part of this exciting journey with Weexa, which recently opened a new branch in Bangkok. Our core mission is to help companies achieve operational excellence by digitalizing the way business partners exchange documents. We offer solutions that are proven in western countries by taking an approach adapted to the Asian market, where raising awareness in a simple manner is key. As of today, 4 customers, including multinationals listed in stock exchanges, trust us to become their main digital partner for automating thousands of business transactions per month.

As in every entrepreneur's journey, it came with its set of challenges, pushing myself, my business partner, and our team to constantly be out of our comfort zone to grow. On a personal level, applying for the position of Counselor is also part of it.

My main motivation is to contribute to our Chamber to help build initiatives promoting France as a key player in Thailand 4.0:

- As a senior engineer and consultant for companies, I can advise and lead strategic digital topics with my 7 years of experience in IT.
- Being able to talk with people of different professional backgrounds, nationalities, and at multiple levels allows me to easily federate for collaboration.
- Participating in the day-to-day operations of Weexa Thailand requires me to always stay focused on continuous improvements and take opportunities to integrate new methodologies that can be shared for the benefit of our Chamber.
- At Weexa, we have opportunities to discuss with companies of different sectors of activities, which open more door for networking

As a final note, I believe this is an excellent opportunity for the Chamber to onboard an SME in Digital Transformation and benefit from a different outlook on multiple aspects. And it would be an honor for me to represent it.

Thank you, dear Members, for considering my application. I also wish all the best to all other applicants.