



Le Touquet-Paris-Plage (62520)

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Altus Intervention, Field Service Coordinator/Manager, Sénior

EXPERIENCES PROFESSIONNELLES

janv. 2021 /

SAS Woodoo, Business Developer, Paris, France

*Innovative startup in material science which develops smart surface applications
Business Development (B2B) activities and proof of concept agreements with clients,
NDA-MTA
agreements
Involved in the CODIR of the startup assigning KRA's, understanding HR issues and
also discussing future
plans/direction for the company
Role involves managing expectations of multiple teams such as Engineering, R&D,
Production, Marketing,
Operations and Legal teams (Broad stakeholder management)
Lead generation, prospect, qualify and negotiate (Sales cycle), Product demonstrations
and client visits
Pitch presentations, prepare next steps and prepare commercial offers (PO,CI,DL)
Business development activities such as technical feasibility, commercial feasibility,
pricing assumption for
luxury clients like LVMH, Ruinart, Guerlain and airport operators in Paris like ADP
(Aéroport du Paris),
Rafale and Airbus.
Strategic account management for automotive clients like Bentley, Audii, Rolls Royce,
Stellantis (Maserati)
Sales forecasting, Commercial pipeline preparation and Pipedrive and CRM
management
Milestone planning from Ideation, conception, product building and developing Go to
market strategies*

janv. 2017 / déc. 2020

Altus Intervention, Field Service Coordinator/Manager

*Wireline and Well Intervention company with presence in 30 countries,1300 Staff and
400 Mn Turnover.
Managed Onshore and Offshore team of 14 people for Onshore and offshore activities.
Technical Sales and
Business Development for 4 clients in B2B. Increased market share by growing
existing business with 4
clients
Strategic account management for 4 clients in Kuwait, negotiation and lead generation
activities, Cold
calling, emailing to understand the upcoming activities and aligning the offer as a
value add
Consulting activities for 4 clients for horizontal wells including, well construction,
feasibility studies and
understanding and providing appropriate feedback for the recommendation with red
flags, SOP and best
practices (Halliburton, Schlumberger, Baker Hughes and Weatherford - Under Kuwait
Oil Company)*

janv. 2012 / janv. 2017

Senior Field Engineer

Welltec A/S

*Act as a single point of contact for Onshore and Offshore operational activities,
technical feasibility
Execute Well Intervention activity such as Production Logging, Conveyance solutions,
de-completion
and cleanout solutions to enhance Oil production recovery
Consulting, Recommending and client relationship building activities such as performing
feasibility
studies, De-completion well Intervention activity and managed HSE excellence for the*

- janv. 2011 / janv. 2012** Shapoorji Pallonji and Company Limited, HQ Procurement Engineer, Construction Industry
Prepared comparisons of Capital construction equipment for shortlisting as per technical needs and cost effectiveness such as Tower Crane, Loader, Cement mixer and Batching plants. (CAPEX alloc)
Performed Equipment Inspection visits at vendor facility (Sany, Schwing Stetter, Potain)
- janv. 2010 / janv. 2011** **Assisted Floor Controller and performed Diagnosis test on Cars**
Skoda Auto, Service Engineer, Automobile Sector

DIPLOMES ET FORMATIONS

- sept. 2020 / juin 2021** **Full time Master of Business Administration (MBA); Specialization: Financial Management, Managerial Accounting, Data analytics, consulting management, - BAC+4**
Audencia Business School; France
- sept. 2014 / juin 2016** Narsee Monjee Institute of Management Studies (NMIM's), Ranked in Top 10 Mumbai, India
- / juin 2010** **Bachelor of Automobile Engineering (B.E) - BAC+3**
Shivaji University (RIT); Kolhapur, India
- /** **Specialization: Automobile Engineering, IC Engines, Fluid Dynamics**
- /** **Business Schools in India - Post Graduate diploma in Business Management Specialization: Marketing Management, Operations Management, Business Law, Fin - BAC+4**

COMPETENCES

topics, SAS, develops smart, Business Development, B2B, MTA, PO, CI, DL, CRM, Business Development for 4, Cold, Logging, Stetter, Potain, Entrepreneurship

COMPETENCES LINGUISTIQUES

Anglais