

## Sales – Business Development

REF: WR\_SALB\_0421 AED 28,000

### Key Account Manager

Male, 31 years old, French

#### SKILLS :

Sales, account management, Business development, GCC markets, consulting, procurement, strategy, energy, oil and gas, aerospace, defense, CRM,

#### EXPERIENCE:

- Key Account Manager - Dubai - 2018-now: Engineering and consulting services Aerospace, Energy Defense sectors.
- Business development - 2016 - 2018 : Doha and Abu Dhabi: Business development oil and gas sector.
- Sales engineer

#### EDUCATION :

- 2014 - Toulouse Business School - Master's of business
- 2011 - Bachelor in marketing and international business
- 2007 - Sales professional graduate.

**LANGUAGES :** English: fluent ; French: Native

REF: MC\_SALB\_0421

AED 15,000

### SALES MANAGER

Male, 35 years old, French

**SKILLS :** Sociable, Easy contact, Interpersonal communication skills with customers and team members, Know how to create a quality and trustworthy relationship - Customer Service, Strong store experience and shop floor understanding, Hard-worker with a strong sense of professionalism, Team work, Turnover development - Proficient in Microsoft Office, Multi tasks and fast-learner

#### EXPERIENCE :

- SALES Manager
- Assistant Manager retail store
- Food retail store department Manager

#### EDUCATION :

- 2009 - French Business School - Centre MIM Chambre des Commerces et de l'Industrie STRASBOURG FRANCE- Master Degree Marketing and International Management
- 2005 - LYCEE RENE CASSIN FRANCE - Bachelor Degree in Sales and Marketing
- 2003 - LYCEE ROBERT S

**LANGUAGES :** Native French

Fluent English

Fluent Arabic Dialect (North African Arabic dialect)

## Sales – Business Development

REF: MZ\_SALB\_0421 AED 25,000

### E-Business Manager

Female, 33 years old, Moroccan

**SKILLS :** Ecommerce

- SALES & Business development
- Strategic planning
- P&I Management
- PROJECT Management
- Negotiation
- analytical skills

**EXPERIENCE :**

Graduated from a Top Business School in 2012, and ten years of experience in Beauty.  
Career started in Finance to build strong analytical skills and learn to manage P&Ls, then moved to the Commercial Department to own and drive the Business. Last experience with a Leader of Ecommerce, in category management. Regionally led the strategy and development of the Beauty and FMCG categories, with the local team management and key partnerships with brands.

**EDUCATION :** - 2021: London Business School, "Mastering Digital Marketing", 3 months online course  
- 2007-2012 : ESSEC Business School, Grande Ecole track, Master of Science in Management with Major in Corporate Finance  
- 2005-2007: Preparatory Classes, Ozenne Sch

**LANGUAGES :** French : Mother tongue

- English : Fluent
- Arabic : Fluent

REF: IB\_SALB\_0421 AED 20,000

### Business Development Manager

Male, 29 years old, French

**SKILLS :**

Hard-worker, sociable, with a strong sense of professionalism  
- know how to create a quality relationship and engage in strategic business development.  
Proficient in Pack Office & CRM utilization, use of Social Medias, Strategic Prospecting, Team Work, Social Networking Closing Techniques,  
Multi tasks and fast-learner. Multi languages

**EXPERIENCE :**

- Business Development Manager : 2019 - 2021
- Sales and Marketing Coordinator : 2017 - 2019
- Export Sales Coordinator : May to December 2016

**EDUCATION :** - 2015 - Université du Maine - Master's Degree in Management of « SMEs and International Business »  
- 2012 - Université du Maine - Bachelor's degree in International Trade

**LANGUAGES :** French : Native

- English : Fluent
- Arabic : Fluent

## Sales – Business Development

REF: JV\_SALB\_0421 AED 22,000

### Key Account Manager

Female, 30 years old, French

**SKILLS :** · Sales· Account management· Salesforce CRM  
· Collecting business needs and requirements · Buyer-Seller Agreement· Active listening· Time management  
· Closing techniques· Post-Sale relationship management  
· Microsoft Word, Excel (Pivot), Powerpoint· Clear communication skills · Adaptability· Empathy ·Effective listening· Problem-solving· Attentiveness · Managing projects with an international dimension· Leading Project Committees (Preparation & Presentation)· Organization scheduling / Managing project changes· Team coordination / Teamwork · Cross-functional

**EXPERIENCE :** · 2 years and a half as a Key Account Sales Manager for a European leader in Cybersecurity integration  
· 3 years as an IT Project Manager for a multinational re-insurance group  
· 1 year as a Business Analyst for an insurance company headquarters  
Through my various positions but all complementary, I have developed organizational, analytical and customer service skills.

**EDUCATION :** · 2015 - European Business School - Master in International Affairs  
· 2012 - Notre Dame de Boulogne - Degree in International commerce  
· 2010 - Notre Dame Les Oiseaux - Baccalaureate in Marketing

**LANGUAGES :** · French - Native · English - Native

REF: GS\_SALB\_0421 AED 30,000

### SENIOR BUSINESS DEVELOPMENT MANAGER

Male, 47 years old, French

**SKILLS :** MY ASSETS:  
·Major experience in Sales & marketing· Experience in Operation·Strong and reliable network in GCC  
MY SKILLS:  
- Proactive sales investigator·Customer care·Team Leader  
·Negotiation skill· Results oriented, CRM· Data & Analytics  
·Planning, budgeting & forecasting· Problem & conflict solving skills·Public Relation oriented·Attention to detail· Creativity  
MY EXPERT FIELDS:  
·Event & Entertainment ( 15 years)· Sport (10 years)  
·Media (6 years)· Tourism & Hospitality (4 years)

**EXPERIENCE:** 25 years of proven success across the ME and France, I have been privileged to drive business across multiple sectors including Event, Media, Luxury Hospitality, Sports, Entertainment and Leisure.  
My expertise includes closing major sales, driving revenue growth and maximizing success through effective team management. I have spent 8 years cultivating a strong network of relationships and contacts across Abu Dhabi and Dubai and have developed a reputation for implementing profitable strategies, budgeting & forecast management, driving negotiations, effective CRM, My DNA is business development and challenging myself to grow a business to maximum performance and bottom line success.

**EDUCATION :** 2020: Certificate “MDP1” Club Management training by CMAE  
2014: Certificate “ESSENTIAL SALES” Luxury Hospitality training by Kempinski.  
1997: Bachelor Degree: Commerce / University of Tours – France

**LANGUAGES :** · French - Native · English - Native

## Purchase

*REF: CG\_PUR\_0421* *AED 12,000*  
**PURCHASE AND LOGISTICS SUPPORT**

Female, 52 years old, French

**SKILLS :**

- procurement : Negotiation & supplier sourcing
- Cultivate Excellent relationships with suppliers
- projects & shipping Management (Freight Forwarding)
- Excellent organization, efficient and multitask skills
- Attention to details

**EXPERIENCE :**

- Logistics and procurement support
- Tender Manager
- Public Market Management

**EDUCATION :**

1990 - Paris Business School - France - Master Degree

**LANGUAGES :** French (mother tong)

English (fluent)

Spanish (basic)

# Project Management

<b>REF: AP_PM_0421</b>	<b>AED 20,000</b>
<b>Fundraiser / Director of Development</b>	
Female, 37 years old, French	
<b>SKILLS :</b>	
<ul style="list-style-type: none"> <li>- Experienced fundraiser in higher education with a demonstrated history of working internationally (UAE, USA, Hong Kong, France)</li> <li>- Excellent capabilities in building long-lasting relationships with key stakeholders (public and private donors, researcher)</li> </ul>	
<b>EXPERIENCE :</b>	
<ul style="list-style-type: none"> <li>- 2020 : Development officer for a top University in UAE <ul style="list-style-type: none"> <li>* Developed key partnerships with multinationals in UAE</li> </ul> </li> <li>- 2015-2018: Development director at the top #1 aerospace engineering school in France. <ul style="list-style-type: none"> <li>*Funds raised : 3,5MEuros/year amon</li> </ul> </li> </ul>	
<b>EDUCATION :</b>	
<ul style="list-style-type: none"> <li>2007-2009: Catholic University, Paris</li> <li>MSc in Economics and social sciences</li> <li>2003-2006: Université Paris V &amp; University of Connecticut, U.S.A.</li> <li>BSc in Psychology</li> </ul>	
<b>LANGUAGES :</b> French : native	
English : fluent	
Spanish : fluent	

<b>REF: AK_PM_0421</b>	<b>AED 25,000</b>
<b>Project Manager</b>	
Female, 25 years old, French	
<b>SKILLS :</b>	
Product Management, Office Suite, Excel, Power Point, Emotional Intelligence, Data Analysis, French, English, German	
<b>EXPERIENCE :</b>	
<ul style="list-style-type: none"> <li>-2 years as Product Manager for the LCV cars of Citroën in Germany</li> <li>- Negotiation of prices and range to adapt to the local market and customers need</li> <li>- Responsible for special edition, launches of véhicules in coordination with agencies</li> </ul>	
<b>EDUCATION :</b>	
2018- Master Degree at EM Normandie in Caen, France - "Cross-Cultural Marketing and Negotiations"	
<b>LANGUAGES :</b> French Native	
English Bilingual	
German Professional Proficiency	

## Project Management

<b>REF: TA_PM_0421</b>	<b>AED 29,000</b>
<b>Project Manager</b>	
Male, 36 years old, French	
<b>SKILLS :</b> Project Management New Business Development (BtoB) Database Development (Print & Digital) Corporate Events Brand Management	
<b>EXPERIENCE :</b> - French Media around horseracing (+7years) - Culture - Kitchen Equipment and Professional Laundries - Information Technology (I.T) - Airline Catering	
<b>EDUCATION :</b> 2008 - 2010 Business School - Master of Business Management and Strategy - Paris 2007 - 2008 Business School - Bachelor Degree in Marketing - Paris 2005 – 2007 Business School - BTEC Higher National Diploma (Business Units Management) - Pari	
<b>LANGUAGES :</b> French : Native English: Intermediate	

## Marketing

<b>REF: NB_MKT_0421</b>	<b>AED 25,000</b>
<b>Marketing / Brand Manager</b>	
Female, 49 years old, French	
<p><b>SKILLS:</b> More than 10 years of experience in international brands building and business development in the Perfumes &amp; Cosmetics, Jewellery and Premium food products industries in several countries (France, Mexico and Brazil).</p> <p>Strong expertise in tailoring, optimising and implementing Marketing and Trade strategies through operational excellence, relevant, efficient, innovating and differentiating approaches to increase sales and products performance.</p> <p>Result and multicultural Customer insights focused. Combine entrepreneurial drive with business management skills, strategic mindset with analytical skills</p> <p>Excellent interpersonal and communication skills, loving leading cross functional projects, multi channel negotiations, PR events organisations through multicultural team management.</p> <p>Very strong adaptability and commitment skills, results and excellence oriented.</p>	
<p><b>EXPERIENCE:</b> - Marketing Manager / Marketing Director for a French Perfumes &amp; Cosmetics group - 4 years in Mexico and Brazil.</p> <p>- Brand Manager and Sales Manager for a French Premium food products group - 3 years in Mexico.</p> <p>- Marketing and Sales Manager for a new Mexica</p>	
<p><b>EDUCATION:</b> 1993 : Master Degree in Business and Administration - ESC ROUEN, Neoma Business School - France.</p> <p>2002 - 2003 : LVMH Perfumes &amp; Cosmetics : Marketing Managers training sessions - Miami.</p>	
<p><b>LANGUAGES :</b> French native</p> <p>Spanish bilingual</p> <p>English, Portuguese and German fluent.</p>	

# Management

REF: PP_MGT_0421	AED 50,000
<b>QHSE Manager</b>	
Male, 33 years old, French	
<p><b>SKILLS :</b> Enthusiast, passionate (HSE and Social aspects), result oriented, team management &amp; coaching (junior and senior staff), innovative thinking, hardworking, resilient, written and verbal communication, organization and time management, audit (e.g ISOs, IFCs), adaptability, curious, active, self-awareness.</p>	
<p><b>EXPERIENCE :</b>            From March 2020 to present – Project HSE Manager – Taweelah RO Desalination Plant (200MIGD + 70MW solar plant) – UAE (Abu Dhabi);            From September 2016 to March 2020– Project and Operation HSE Manager –            Form March 2011 to September 2016– Project HSE Manager – Infrastructure projects (roads, carparks, landscaping) – Qatar.</p>	
<p><b>EDUCATION :</b> 2011 - Ecole Supérieure Angevine d'Informatique et de Productique - Engineering/Master's Degree in Quality, Safety and Environmental Management;            2008 - Institut des Risques Industriels, Assurantiels et Financiers – Bachelor's Degree in Industrial Risk Ana</p>	
<p><b>LANGUAGES :</b> French: native speaker;            English: fluent;            Spanish: proficient.</p>	

REF: PS_MGT_0421	AED 30,000
<b>COO - CSO - PROJECT MANAGEMENT</b>	
Female, 40 years old, French	
<p><b>SKILLS :</b>            COMMUNICATION            TEAM MANAGEMENT            OPERATION DIRECTION            BUSINESS STRATEGY            BRAND IMAGE DEVELOPMENT            NEGOCIATION            PROJECT &amp; EVENTS MANAGEMENT</p>	
<p><b>EXPERIENCE :</b> Astute Business Operations Manager and Communication/Events Specialist with more than 15 years experience in the Middle East, Europe and Asia, I focus on supporting cross-functional teams and oversee communications channels (both internal and external) through process improvements to ensure that information released is consistent within the Group's strategy. Respectful and respected professional with exceptional knowledge of developing international strategic plans for service excellence, I worked alongside different companies in several regions of the world to implement new strategies, negotiate and renew all aspects of their business models including communication, team management and clients relation to ensure regional heads and entities are aligned.</p>	
<p><b>EDUCATION :</b> 2003 - KEDGE Business School - International High Business School Management - Major Economics &amp; Marketing            2001 - University Aix-Marseille II Master Degree - Business Management &amp; Economics            2006 - Chinese Mandarin - Shanghai Tongji Univeristy</p>	
<p><b>LANGUAGES :</b> FRENCH - Mother Tongue            ENGLISH - Fluent            CHINESE - Fluent            ARABIC - Notion</p>	



## Management

<b>REF: JS_MGT_0421</b>	<b>AED 50,000</b>
<b>General Manager</b>	
Male, 50 years old, French	
<b>SKILLS :</b> Over 25 years of experience including time in the Middle East and Abu Dhabi in Technical Trades Engineering, Supervision and Projects Coordination, Operations, EPC Contracts, Workshops, Factories and Companies Management. Skilled with Steel Fabrication (Structures, Piping, Equipment) for Construction and Oil & Gas Companies Experienced with Onshore/Offshore Oil and Gas Process Equipment factories for well testing and maintenance. Additional competencies in General Contracting and Engineering Services (Airports, Heliport, Factories, Hospitals, Utilities Buildings, Pumping Stations, Laboratories, Piping Networks). French (native), Fluent in English, conversation in Spanish.	
<b>EXPERIENCE :</b> Supervision and projects Coordination, operations, EPC contracts, Workshops, Factories and Companies management. - Steel Fabrication (Structures, Piping, Equipment) for construction and Oil & Gas Companies. - General Contracting and Engineering services	
<b>EDUCATION :</b> 1978 - Lycée Edmond Rostand - Bac C Maths & Physics	
<b>LANGUAGES :</b> French native - English Fluent - Spanish conversational	

## Logistics

**REF: MB\_LOG\_0421** **AED 22,000**  
**Import-export, cross-trade & customer service specialist | Project coordination | Operations supervision | Finance trade operations (L/C)**

Female, 41 years old, French

**SKILLS :**

- Operational supervision (customer service/purchase/stock & logistics) •Process Improvement•Training and mentoring of staff •Company Policies Implementation (S&OP)•Project coordination
- Stock management •Performance Metrics (KPI)•Import & Export Trade Compliance•Incoterms 2020•Cross-trade /Import-Export shipments by sea•Letter of credits/UCP600/ISBP745•Expertise in L/C: Africa, M.E. & Sub-Indian continent areas•Export documentations expertise•Payment methods: CAD / BOE / LC's with UPAS clause•Handle Telexes of transactions with banks (MT700/MT707/etc.)

Computer: •Technical proficiency in Microsoft Office (Word, Excel, PowerPoint, Outlook, Access, Publisher) & ERP Systems (Movex, Global Trade/RCC)

**EXPERIENCE :** • Project coordinator - 2016 – 2020 Global distribution & trading company in plastic raw materials - CrosstradeParis, France & USA (Project assignments in Houston/Boston)

- Customer service representative export - 2008 - 2016 Global distribution & trading company in plastic raw materials – Crosstrade Paris, France (3 years) & Dubai Branch office, UAE (5 years)
- Export Sales Assistant- 2006 – 2007 Automatic & Manual spray guns, Pumps, Machines manufacturer Paris-France
- Export Sales Assistant - 2004 – 2006Heavy handling distributor Paris-France

**EDUCATION :** 2006 - ESVE PARIS - Associate's degree in International Trade & Logistics

**LANGUAGES :** • French : native • English : fluent  
 • Arabic : Elementary Proficiency (Algerian)

**REF: KA\_LOG\_0421** **AED 50,000**  
**Partnership Director**

Female, 46 years old, French

**SKILLS :**

- Strategic thinking and Business planning; • Partners Performance management;• On-boarding of new partners;
- Customer Service Management and Service Performance Management;•Excellent Communication and Coordination skills;• Experience working globally; •Continuous Improvement and Process Optimisation; • International Project Management; •Team Performance Management

**EXPERIENCE :**

15 + years of experience in customer Service Performance Management, Managing the customer Order to Revenue cycle.

- Management of partnership audience for long term relationships, boosting deals and profit.
- Drives Metrics and Analytics (KPIs) to enable better partnership decisions for continuous improvement.

**EDUCATION :** 2002 - Sud-Telecom - Master Manager Telecom

**LANGUAGES :** French: Native  
 English: Proficient

## Logistics

REF: AC\_LOG\_0421 AED 20,000

Supply & Demand Planer / E-com project  
Manager

Female, 25 years old, French

**SKILLS :**

MSc in Supply Chain and Operation Management from the Ecole des Mines de Nancy  
Strong Data analysis skills (MS Excel)  
Project Management skills  
Computer-savvy  
Agile Minded  
French speaker

**EXPERIENCE :** - 2 years as Project Manager in Hong Kong for a French Investment Bank (IT and BCP related topics) - 2019 - 2 years  
- Freelance missions as Project Manager for a Luxury Travel Designer Network (Database, CRM development, Process implementation) - 2018 – 2 years

**EDUCATION :** 2018 - Ecole des Mines de Nancy - MSc in Supply Chain and Operation Management  
2015 - Classes Préparatoires aux Grandes Ecoles - Bachelor PC/PC\*

**LANGUAGES :** French: Native  
English: Fluent

## Legal

REF: GH_LEG_0421	AED 25,000
<b>LEGAL COUNSEL / LEGAL ASSOCIATE</b>	
Female, 49 years old, French	
<b>SKILLS :</b> Areas of expertise : - Contract Law : civil and commercial contracts - Real estate Law: sale agreements, lease agreements, - Loans and securities: mortgages, pledges - Corporate Law: company set-up, purchase of shares - Commercial Law: business assets sales and rentals - Construction Law: off-plan sales, warranties, securities, co-ownership contracts - Family Law: estate planning, wills, inheritance agreements, marriage contracts, divorce Soft skills: - strong analytical skills - attention to detail- adaptability- interpersonal skills- organizational skills- strong work ethics	
<b>EXPERIENCE :</b> - lecturer in Civil Law at Sorbonne University Abu Dhabi (2017 - present): securities, Property Law, Corporate Law, Contract Law, criminal Law, Introduction to Law - senior legal consultant in Family Law at Cridon Lyon (notarial Law firm) (2009 - 2013)	
<b>EDUCATION :</b> - Post Graduate diploma in Notarial Law – Aix Marseille III University, France (1998) - Master of Law (Notarial law) – Aix Marseille III University, France (1994) - Certificate in Common Law – DIFC Academy and Middlesex University Dubai (2020)	
<b>LANGUAGES :</b> French native English: full proficiency level	

REF: IB_LEG_0421	AED 17,000
<b>Legal counsel / Public affairs</b>	
Female, 30 years old, French	
<b>SKILLS :</b> - Hard-working, Motivated, Multi-task, Honest, Energetic, Curious, Enthusiastic, Ambitious - a strong sense of professionalism - know how to create & manage a quality relationship - has strong planning and organizing skills with efficient reporting abili	
<b>EXPERIENCE :</b> 2,5 years as Public affairs consultant 2 years as Legal Counsel 1,5 years as Parliament collaborator	
<b>EDUCATION :</b> 2016 : Master degree in international law - Paris X 2013 : 1 semester in Spain - Cadiz	
<b>LANGUAGES :</b> French : Native English : Professional Arabic : Beginner ( read, written )	

## Human Resources

<b>REF: MB_HR_0421</b>	<b>AED 27,000</b>
<b>Human Resources</b>	
Female, 21 years old, French	
<b>SKILLS :</b> •Benefits and Compensation, •Conflict Resolution, •Contract Negotiation, •Employee Assistance and Wellness,•Employer Value Proposition, •Executive Development, •Grievance and Arbitration, •HR Policy Development and Execution, •HR Administration, •HR Systems / Technology, •Administration Payroll, •Performance Management, •Job Analysis / Development, •Lawsuit Settlement Assistance, •Occupational Health and Safety, •Organizational Development, •Recruitment and Selection, •Resources Planning / Budgeting, •Risk Management, •Talent Development / Retention, •Training and Development	
<b>EXPERIENCE :</b> - HR International Mobility Specialist for the EMEA zone - 03/2020 ~ To 10/2020 In this HR role, I was responsible for day to day HR process management of up to 95 expatriate employees. I was also coordinating and supporting the hiring process for intern	
<b>EDUCATION:</b> - Master's Degree in Law, Economics and Management. 2015 - Montpellier University – France - Bachelor's degree in Law, Economics and Management. 2013 - Montpellier University – France - C2i: computing and internet certificate. 2013 - Montpellier Unvers	
<b>LANGUAGES :</b> French: Native //English: fluent	

<b>REF: SB_HR_0421</b>	<b>AED 25,000</b>
<b>HR &amp; Administration Manager</b>	
Female, 34 years old, Tunisian	
<b>SKILLS :</b> •Strong Communication skills,• Administrative Expert, •HRM knowledge and expert ( UAE Market), •Training and development Management, •Recruitments and selection,• onboarding Management,• HR Reporting Skills, •Facilities and Procurement Management,• Analytically driven and oriented•, Conflict Management and problem solving,• Strong Financial Skills, Attention to details,•Organization,•Travel Arrangement, events logistics Arrangement•, Scheduling and time Management,• Discrete and Ethical, •team work	
<b>EXPERIENCE :</b> -from April 2015 to August 2020: HR and Administration Manager-Aviation and IT industry ,Dubai UAE -from Jan 2012 to March 2015: Office Manager- Bank sector, Dubai UAE -from November 2009 to December 2012: Tax Advisor- Bank sector, Dubai-UAE	
<b>EDUCATION :</b> 2009- IHEC Tunisia-Master Degree in Finance	
<b>LANGUAGES :</b> Arabic: fluent written and spoken French: fluent written and spoken English :fluent written and spoken	

# Human Resources

<b>REF: AT_HR_0421</b>	<b>AED 20,000</b>
<b>HR Business Partner</b>	
Female, 30 years old, French	
<p><b>SKILLS :</b></p> <ul style="list-style-type: none"> <li>•Strategic HR Planning ( HRP ): Reviewed optimal headcount for 25 stores within 6 countries. Relocated 20% of employees to optimize headcount and hiring costs during the Lebanese crisis., Conducted a company restructuring for 30 employees, set up a department for an international firm.</li> <li>•Performance Management &amp; KPIs: Designed &amp; conducted 360 performance management with self-evaluation vs manager evaluation. Monitor internal promotions for up to 250 employees. Created, implemented, and monitored KPIs.</li> <li>•360 Recruitment: Created a recruitment profiling considering Language &amp; Diversity. Implemented recruitment processes and automation reducing recruitment time by 50% and enhancing the candidate experience. Hired 200+ employees, sourced 130+ strategic positions.</li> <li>•Training &amp; Coaching: Optimized a 3-month training process to a 1 month that got standardized. Coached 140+ employees on team leadership, problem-solving, communication, sales &amp; customer service excellence. Onboarded and conducted induction training for about 200 employees.Trained the company trainer, created training plans for up to 170 persons.</li> </ul>	
<p><b>EXPERIENCE :</b> Present - HR Consultant          Previous          HR Business Partner - HR Operation Manager - Onboarding &amp; Recruitment Manager          Industries - Retail Cosmetics - Oil &amp; Gas - Real Estates - Finance</p>	
<p><b>EDUCATION :</b> BACHELOR - FRANCE - 2013          Business &amp; Organizational Development          Human Resources &amp; Operational Management  <b>CERTIFICATIONS - USA - 2019</b>          People Analytics - Managing Data Analysis - Managing Employee Performance</p>	
<p><b>LANGUAGES :</b> French ; English</p>	

<b>REF: AH_HR_0421</b>	<b>AED 25,000</b>
<b>Talent Acquisition Manager / Executive Recruiter</b>	
Female, 37 years old, French	
<p><b>SKILLS :</b></p> <ul style="list-style-type: none"> <li>•Full recruitment cycle responsibility from talent attraction strategy to salary offer and onboarding.</li> <li>•Expertise in recruitment of middle and top management in EMEA and APAC. •Capacity to build strong stakeholder relationships: be identified as an expert, provide guidance and recommendations, present market insights and salary studies</li> <li>•Developing succession planning strategies to build a solid talent network. •Provide training to the new joiners and to the recruitment teams. •Creation of an ATS user guide, employee handbooks, group monthly newsletters, satisfaction surveys and various training supports. •Creation and management of an internship program for an R&amp;D entity</li> <li>•Brand image and awareness development.</li> <li>•Define recruiting reporting metrics and KPIs to measure effectiveness •Strong experience IT recruitment (Cloud, Cyber Security, ERP/CRM, AI, Software Engineering...) and Executive recruitment for major technology companies.</li> </ul>	
<p><b>EXPERIENCE :</b></p> <ul style="list-style-type: none"> <li>•12 years of experience in Talent Acquisition both In-House and in Executive Headhunting companies.</li> <li>•10 years of international experience (7 years in UAE)</li> <li>•Deep expertise of EMEA market</li> </ul>	
<p><b>EDUCATION :</b> 2004 - 2008 - ESC Montpellier, School of Management - Master of Business, Specialisation International Business          Spent 3 years studying in China (Chengdu, Shanghai and Xi'an)</p>	
<p><b>LANGUAGES :</b> French: native          English: expert</p>	

# Human Resources

REF: SM_HR_0421	AED 16,000
<b>HR Business Partner</b>	
Female, 26 years old, French	
<b>SKILLS :</b>	
<ul style="list-style-type: none"> <li>•HR Management • organisational development</li> <li>•employee Engagement • Conflict Resolution</li> <li>• Union relations • Process improvement- Compensation &amp; Benefits • planning and Budgeting • Decision-Making aptitude• communication processes-• Discretion - HRIS</li> <li>• Analytic HR • Business partner</li> </ul>	
<b>EXPERIENCE :</b>	
2019/2021 HR data analyst, reporting and HR campaigns 2018/2019 - HR business Partner support- 2017/2018– In charge of Diversity, studies & HR Prospective 2016/ 2017- Manager Assistant In Training Development 2013/2015 – Medical secretary– Clinic of Doctor Perrimon – July-August 2014 – Administrative Assistant – UBS Bank Paris	
<b>EDUCATION :</b>	
2019 - ESGRH Paris Business school - HR Manager Master degree 2017- ESGRH Business school Paris - HR Manager Bachelor degree 2017 - Paris-Sorbonne University - University degree in International Business (English/ Italian specialty)	
<b>LANGUAGES :</b>	
French: Mother tongue Arabic: Mother tongue English: Fluent ++ Italian: Fluent +	

REF: SM_HR_0421	AED 35,000
<b>Human Resources Director</b>	
Female, 46 years old, French	
<b>SKILLS :</b>	
Team Leadership, Recruitment & Sourcing, Talent Identification, Training & Development of People, Coaching ,Empathy and active listening, Budget preparation, Business Insight, Change Management, Pre-Opening/On boarding, HR policies, strong and adaptable communication skills, Drive Colleagues engagement and satisfaction, Compensation & Benefits framework, Performance & Talent Management , positive attitude, able to work with diversified and multicultural environment, pro active	
<b>EXPERIENCE :</b>	
-Global Director of Talent ,Corporate and Strategic role, multi luxury brands, 12 entities located locally and internationally ( from Nov 2018 to July 2020), in charge of all key and senior recruitment, recruitment and talent acquisition function - Human Resources Director for Hospitality and Theme park entity , in charge of HR and Training function for 1000 colleagues ( from Nov 2013 to July 2017), HR generalist and operational role - Human Resources Manager for high end luxury entity , in charge of HR and training function of 1300 colleagues ( from July 2010 to Nov 2013) , HR generalist role and very operational	
<b>EDUCATION :</b>	
2018- CIPD Chartered Member level 1999- Post graduate diploma Hospitality Management and International Tourism - IREST, Paris Sorbonne 1 1998- Master degree, Business International, CPEI , Dauphine Paris, part of Inalco 1996- Bachelor degree Classical Arabic, Inalco	
<b>LANGUAGES :</b>	
French = Mother tongue English = Fluent Arabic= read and write	

## Finance

REF: JR\_FIN\_0421 AED 11,000

Junior Financial controller - Junior Internal auditor - Administration

Female, 25 years old, French

**SKILLS :** Financial analysis, Data analysis, Accounting, Administrative support.  
Pack Office, MS Excel, MS Word, MS Powerpoint, PYX4, Microsoft NAV.  
Multi-task, Reliable, Team spirit, Fast learner, Efficient, Proactive.  
French and English.

**EXPERIENCE :** - Cost Controller : Financial analysis and internal control in the administrative processes (Sept. 2019 - Jul. 2020)  
- Administrative assistant : Support of the Administrative supervisor of the head office of the group (Mar. 2019 - Aug. 2019)  
- Junior in

**EDUCATION :** 2018 - IAE de Rouen - Master's degree Management, Accounting, Control and Audit.  
2016 - Gustave Flaubert highschool - Bachelor's degree Accounting and Management.

**LANGUAGES :** French: Native language.  
English: Fluent.

REF: YL\_FIN\_0421 AED 25,000

Finance Manager

Male, 35 years old, French

**SKILLS :** More than 11 years in Finance and Accounting in France and the UAE  
Management experience of 7 years  
Financial reporting, with a high aptitude in Excel  
Strong knowledge of IT software: Oracle, SAP, Zoho, Odoo, TM1  
VAT experience in UAE  
Problem-solving skills and ability to work independently

**EXPERIENCE :** - since 2019, Finance Manager in a consultancy firm for several SME in the UAE, in charge of Accounting, Financial Reports, and VAT return, in a wide range of industries (IT, Shipping, Consultancy, and Events).  
- from 2017 to 2019, Head of Finance (team o

**EDUCATION :** 2009 - University of la Sorbonne, Paris - Master degree of Finance and Accounting

**LANGUAGES :** FRENCH: Native  
ENGLISH: Fluent  
ARABIC: Conversational



## Finance

REF: TG_FIN_0421	AED 22,000
<b>Business &amp; Finance Manager</b>	
Male, 41 years old, French	
<p><b>SKILLS :</b> Business Management: KPI, Reporting &amp; Analyses Audit, Performance Assessment, Support to the Decision Making, Problem Solving, EPC Projects, FIDIC Contracts Finance: Budget (200 M€), Forecasts, Actual VS Planned, P&amp;L, Cost Optimization, IFRS Norms HR: Team Management (250 employees), Recruitment, Talent Management, Payroll IT: ERP Administrator (Oracle, JD Edwards, Odoo &amp; Other Internal Software), Data Analyze, Advanced Excel (Pivot Table &amp; More), PowerPoint Personal: Confidentiality, Integrity, Versatility</p>	
<p><b>EXPERIENCE :</b> More than 12 years EMEA experience : 5 in Europe, 6 in UAE &amp; 1 in Africa</p> <ul style="list-style-type: none"> <li>• Experience in Multi-Industries : Oil &amp; Gas (5 years in UAE), FMCG, Aerospace, Engineering, Construction, Interior Design, Paper Industries, Research Centers</li> <li>• 2019 – 2020 – Consultant in FMCG company in Africa. Mission -&gt; Reduce the Costs and Optimize the Resources of the company.</li> <li>• 2014 – 2019 – Projects Financial Controller in Oil &amp; Gas, UAE</li> <li>• 2013 – 2014 – Finance Manager in Interior Design Company, UAE</li> <li>• 2004 – 2012 – Business &amp; Finance Controller in large companies as Arianespace, Arjowiggins..., France</li> </ul>	
<p><b>EDUCATION :</b> 2006 – IAE Nancy - Master’s degree of Management &amp; Administration specialized in Corporate Finance &amp; Financial Control 2003 – Assas University - Bachelor’s degree of Economics specialized Finance</p>	
<p><b>LANGUAGES :</b> French – Mother Tongue English – Fluent Arabic – Intermediate</p>	

REF: IN_FIN_0421	AED 38,000
<b>FINANCIAL CONTROLLER</b>	
Female, 33 years old, French	
<p><b>SKILLS :</b></p> <ul style="list-style-type: none"> <li>• Expert in Financial Controlling, Reporting and Audit</li> <li>• Financial knowledge &amp; expertise in revenue projection, cost reduction and profit maximization</li> <li>• Proficient in IT tools : Microsoft Office, HFM, BI, SAP</li> <li>• Excellent business partner and team player</li> <li>• Highly organized, detail oriented, results driven, thorough and reliable</li> </ul>	
<p><b>EXPERIENCE :</b> 8+ years of work experience as Financial Controller and Auditor with major global companies</p> <ul style="list-style-type: none"> <li>• Sep 2017 – Present, Project Financial Controller (new beverage products) : Business Partner of R&amp;D and marketing teams, responsible for forecasting financials of new beverages and launching profitable products</li> <li>• Apr 2015 - Sep 2017, Reporting Financial Controller : In charge of monthly closing, budget &amp; forecast performance assessment, reporting consolidated financials and analyzes to leadership</li> <li>• Jan 2013 - Mar 2015, Financial auditor : Audited financial statements for major multinational corporations; managed team of 5</li> </ul>	
<p><b>EDUCATION :</b> • 2009 - 2012 : MASTER in Food Science ENGINEERING at AGROPARISTECH Grande Ecole, Massy Palaiseau, France</p> <ul style="list-style-type: none"> <li>• 2007 - 2009 : LICENSE in Biology, Chemistry, Physics and Earth Science at MASSENA, Nice, France</li> <li>• 2007: High School Baccalaureat Diploma in Scienc</li> </ul>	
<p><b>LANGUAGES :</b> •Romanian NATIVE ; Russian NATIVE ; French FLUENT ; English FLUENT ; Italian INTERMEDIATE</p>	

## Finance

REF: MK\_FIN\_0421 AED 20,000

**Business Analyst / Financial Controller**

Male, 28 years old, French

**SKILLS :**

Project Management | Business Analysis | Change Management | Worldwide Scoope  
Flexibility | Team Spirit | Motivation | Discipline | Proactive | Stress control | Deadlines respect  
IT : Excel (Pivot table, research V et H, macros functions)  
SAP BFC | SAP BO | SAP | Microsoft Office | MS Project | QlikView | Prezi | Mainframe IBM (MVS / CICS)

**EXPERIENCE :**

Business Analyst – International Bank | Finance Group (May 2018 – January 2021)  
Security Manager – International Bank - (February 2017 – February 2018)  
Business Analyst –Multinational – (October 2015 – September 2016)

Financial Controller - ASSEMBLEE PERMANENTE DES CHAMBRES DES METIERS – (April 2015 – September 2015)

**EDUCATION :** 2018- INSEEC Paris School - MBA Audit & Management Control

2015 at 2017- ESM-A Management School - Master's Degree in Finance

2110 at 2014- University Lorraine - Master's Economics Applied

**LANGUAGES :** French: Native // English: Fluent //Arabic : Intermediate

REF: AJ\_FIN\_0421

AED 50,000

**CFO / Group controller**

Male, 39 years old, French

**SKILLS :** • Project leader, change management, team reorganisation • Business partner • Team management (international context) • Monthly reporting + story lines  
• Budgeting, forecasting • Internal control • Sales, project management, manufacturing, R&D financial controlling • Working capital best practices • Cost controlling • Pricing model • Margin, overheads review • IFRS • SAP implementation • Tax exposure (transfer price)

**EXPERIENCE :** • More than 15 years of experience including 11 years as head of finance

• International exposure => Middle-East and Asia Pacific based in UAE (2018-now), Western Europe based in Belgium and France (2009-2018), Canada (2007-2009) and USA (2003-2004)

• Audit and consulting background with a big 4 (4 years)  
• Involved with multinational companies with a focus on: service, project management, manufacturing, R&D

• Key player in internal projects: post-merge activities (restructuring), SAP (S4H) implementation, Concur implementation, working cap improvement, pricing strategy, IFRS (9,15 and 16), sales reporting suite

**EDUCATION :** Master's degree in International Business (2005 ODISEE, Belgium)

Master's degree in Business Economics (2005 ESC Le Havre, France)

Bachelor's degree in Finance and accounting (2001 IUT Versailles, France)

**LANGUAGES :** • French: Mother tongue • English: Bilingual

## Finance

REF: FK\_FIN\_0421 AED 20,000

### Executive Finance

Female, 37 years old, French

#### SKILLS :

Business & Financial Operations, Cash flows, Financial Reporting & Systems, Tax Preparation, Accounting Controls.

Task prioritization, Good presentation, Adaptability, Creativity, Problem solving skills, Teamwork, working under pressure, highly responsive,

**EXPERIENCE :** More than 10 years' experience in Finance, UAE experience since 2016 in various locals banks, 5 years' experience with financial high net-worth individually (HNWI)

- FINANCE: Financial analyst, credit analyst, accountant, analyzes a business's financials and helps the leadership team make good financial decisions, preparing and filing tax forms, analyzing financial transactions

- ACCOUNTING: Manage portfolio, prepare instructions for Bank Transfer, payments, and prepare invoices, request statements and other documents as when required by the clients.

- BUSINESS DEVELOPMENT: Consultant for more than 40 clients (including public/private sector) Manage and assist client for opening business bank account, prepare required documents with client, arrange meeting with banker and follow-up during the process.

**EDUCATION :** Master's Degree of Science - International Business Development, University of Neuchatel – SWITZERLAND

Master's Degree - Finance & Accounting, Institute of Business Administration, Lille – FRANCE

Higher National Diploma – International Business, Paris

-

**LANGUAGES :** English: fluent

French: native

REF: TG\_FIN\_0421 AED 22,000

### BUSINESS & FINANCE MANAGER

Male, 41 years old, French

#### SKILLS :

Business Management: KPI, Reporting & Analyses, Audit, Performance Assessment, Support to the Decision Making, Problem Solving, EPC Projects, FIDIC Contracts

Finance: Budget (200 M€), Forecasts, Actual VS Planned, P&L, Cost Optimization, IFRS Norms

IT: ERP Administrator (Oracle, JD Edwards, Odoo & Other Internal Software), Data Analyze, Advanced Excel (Pivot Table & More), PowerPoint

Personal: Confidentiality, Integrity, Versatility

#### EXPERIENCE :

- 2019 – 2020 – Management Consultant in FMCG company in Africa. Mission -> Reduce the Costs and Optimize the Resources of the company

- 2013 – 2019 – Projects Financial Controller in Oil & Gas, UAE

- 2006 – 2012 – Business & Finance Controller in large companies in France

**EDUCATION :** 2006 – IAE Nancy - Master's degree in Finance

2003 – Assas University - Bachelor's degree of Economics specialized Finance

**LANGUAGES :** French – Mother Tongue

English – Fluent

## Finance

**REF: TG\_FIN\_0421** **AED 22,000**  
**BUSINESS & FINANCE MANAGER**

Male, 41 years old, French

**SKILLS :** Business Management: KPI, Reporting & Analyses  
Audit, Performance Assessment, Support to the Decision Making, Problem Solving, EPC Projects, FIDIC Contracts  
Finance: Budget (200 M€), Forecasts, Actual VS Planned, P&L, Cost Optimization, IFRS Norms  
HR: Team Management (250 employees), Recruitment, Talent Management, Payroll  
IT: ERP Administrator (Oracle, JD Edwards, Odoo & Other Internal Software), Data Analyze, Advanced Excel (Pivot Table & More), PowerPoint  
Personal: Confidentiality, Integrity, Versatility

**EXPERIENCE:** ● 2019 – 2020 – Management Consultant in FMCG company in Africa. Mission -> Reduce the Costs and Optimize the Resources of the company  
● 2013 – 2019 – Projects Financial Controller in Oil & Gas, UAE  
● 2006 – 2012 – Business & Finance Controller in large companies in France

**EDUCATION :** 2006 – IAE Nancy - Master's degree in Finance  
2003 – Assas University - Bachelor's degree of Economics specialized Finance

**LANGUAGES :** French – Mother Tongue  
English – Fluent  
Arabic – Intermediate

**REF: DM\_FIN\_0421** **AED 18,000**  
**Project Management Consultant, Finance & Management**

Female, 35 years old, Lebanese

**SKILLS:** Financial & management accounting; accounting & financial statements, reporting, analysis, planning, and controls, ; business strategy and project management; relationship management and strategic negotiations.  
Automatic data processing: Baan 5C ERP System, SAP ERP System , Cognos Controller.  
Fluent in Arabic, French – DALF C1, English.

**EXPERIENCE:** - 2018 - 2020, Sustainable-agriculture, Lebanon: Acted as a Finance & Management Consultant handling 9 transversal projects with different NGOs.  
Defined the finance function within the organization, set-up the accounting cycle and finance protocols.

**EDUCATION :** 2019 - École Supérieure des Affaires (ESA Business School) – Beirut, Lebanon: Certificate, General Management Program.  
2010 - Morgan International – Dubai, UAE: Full IMA CMA review course.  
2007 - Univeristé Libanaise (Lebanese University) – Tripoli, Leban

**LANGUAGES :** Arabic: Native Language.  
- French: DALF

## Finance

<b>REF: IJ_FIN_0421</b>	<b>AED 20,000</b>
<b>Commercial Manager - Compliance role</b>	
Female, 33 years old, French	
<p><b>SKILLS :</b> Excellent Customer Relationship • Team Management • Sales Management Strategic Business Planning • Dynamic Business Strategy • Operations and Productivity • Sales Growth • Client Satisfaction &amp; Retention • Training • Issue Resolution • Reliable • Proposing Power Exemplary communication and interpersonal skills: verbal &amp; non-verbal ☑ Leadership: motivation &amp; positivity • Expert in customer relationship and commercial negotiation • Self-motivated &amp; result-oriented • Management</p>	
<p><b>EXPERIENCE :</b> 13+ years of experience in Business Development, Customer Satisfaction &amp; Management. Passionate about achieving results and making a difference within a company by reaching targets. My key strengths lie in my ability to procure new and repeat business through contact with corporate clients within a designated area. In addition to this I can work to deadlines, self-motivated and resourceful. As a true all-rounder, I have extensive experience of assisting in the creation, management, trainings employees and sales.</p>	
<p><b>EDUCATION :</b> HIGHFIELD LEVEL 2 CERTIFICATE   Cardiff, UK   2019 Customer Service BACHELOR'S DEGREE   University of Paris Descartes   2015 Banking &amp; Management BTEC Higher Diploma National   University of Paris   2008 Management of Business Unit</p>	
<p><b>LANGUAGES :</b> French: native English: fluent Arabic: conversational</p>	

## Communication

<b>REF: YY_COM_0421</b>	<b>AED 11,000</b>
<b>Communication and event officer</b>	
Female, 27 years old, French	
<b>SKILLS :</b> <ul style="list-style-type: none"> <li>• communication skills</li> <li>•strategic planning</li> <li>•Project scheduling</li> <li>• Presenting</li> <li>• Team Building</li> <li>• Flexibility</li> </ul>	
<b>EXPERIENCE :</b> Cultural Mission Manager, French Embassy – Abu Dhabi, UAE. (Sept 2020 - Feb 2021) Scope : Communications Planning, Events <ul style="list-style-type: none"> <li>•Manage media, digital &amp; data projects</li> <li>•Social networks: monitoring, promotion of events.</li> <li>•Preparation of content and logistics for team meetings. Creation of visuals Information</li> </ul> Communication Officer, French Embassy – Berlin, Germany. (Feb 2020 - August 2020) Scope : Social Media Management, Events Management, Content Creation. <ul style="list-style-type: none"> <li>•Organization of conferences and debates. Events to promote higher education in France.</li> <li>•Analyze our clients’ marketing performance (business, media and digital)</li> <li>•Social networks: monitoring, promotion of events. Website: publication of articles (via Wordpress). Preparation of content and logistics for team meetings.</li> <li>•Organization of conferences and debates. Events to promote higher education in France.</li> </ul> Teacher and Project Manager, YANANGA Association – Rabat, Morocco. (July 2018- December 2018) Scope: Socio-Educational Partnership. Events Planning and Management. <ul style="list-style-type: none"> <li>•Teaching with children</li> <li>•Coordinate major events related to cultural project</li> <li>•organizing and participating in</li> <li>•Identify new digital trend</li> </ul>	
<b>EDUCATION :</b> 2019- Master digital and intercultural communication - Sorbonne university Paris 2017- Bachelor- Information Communication- Nice Sophia Antipolis University- Nice	
<b>LANGUAGES :</b> French: native / English: Fluent/ Arabic: Intermediate	

## Administration

REF: PT\_ADM\_0421

AED 16,000

### Office Manager

Female, 35 years old, French

#### SKILLS :

- Excellent organizational and time management skills
- Multitasking
- Prioritizing daily tasks
- Capacity to manage multiple projects
- Adaptable and rigorous
- Attention to detail
- Problem solving
- Autonomous and good team player
- Willingness to learn
- IT skills: Microsoft Word, Excel, Power Point, Outlook

#### EXPERIENCE :

- Over 10 years experience in PR, events, digital and corporate communications. Expertise developed in the fashion industry and more recently in hospitality.
- Today, I want to re-orient my career and move towards a position that best matches my expectat

#### EDUCATION :

2007 - EFAP PARIS (France) - Master degree: Business Communication

#### LANGUAGES :

French (mother tongue)  
English (fluent)