



– Christophe BESSON –
Senior Consultant

Summary: After graduating from ESSEC and ENPC, Christophe Besson embarked on an audit/consulting career focusing on SMEs and industrial multi-nationals. He translated this experience into leading a subsidiary of an American industrial manufacturer and building his own specialty jewelry business. He has held positions of Project Leader and Senior Manager with CapGemini and Arthur Andersen/Bearing Point respectively and is now highly sought after for his expertise leading international transformational projects involving IS and organizational change.

Key Words: project leadership, change management, crisis management, audit and management control, team management, profit centre management, SMEs, CRM, French, German

References

2010-
Present

Consultant Programme Director – Airbus

- Establishment of a contractual and operational approach to packaging up to 30 projects into a 'bundle' for easily sourcing project management assistance
- Responsible for a team of 20

Thales
Toulouse, FR

2008-
2009

Audit and Direction of Program

RESPONSIBLE FOR THE SECURE DEPLOYMENT OF SAP (PP/MM, SC/SD, FI/CO, BW) for Poland, Czech Republic, Slovakia, Egypt, & Morocco.

- Audit, identification of risks, establishment of corrective actions and way forward,
- Support operational managers and project leaders (central and local levels for each country),

Fromageries BEL
Paris, FR

- Involved and supported local operational branches (branch managers and plant managers)

CHANGE MANAGEMENT MANAGER

- Reinforced change management measures and implemented monitoring indicators,
- Strengthened training and ownership by users,
- Specific actions to support the management of subsidiaries (interviews, presentations, taking lead on certain accounts)

LAUNCH & INDUSTRIALIZATION OF 8 SUBSIDIARIES

- Definition and preparation of a new organizational deployment methodology (faster/ less cost)
- Aligned approach with local organizations,
- Training Strategy,
- Communication Strategy

2007-
Present

Co-Founder

- Creation of a jewelry business: design for major brands and custom parts for international private clients
- Supports all management operations and administration
- Sourcing and Procurement of precious materials

Chalvet
Paris, FR

2000-
2006

Senior Manager:

- Led several international projects
- Managed Alliance Program with SAP, Oracle, Siebel , ...
 - followed through on budgets, objectives, and reported to US management
 - coordinated and supervised programs for the European offices

Arthur Andersen/Bearing Point
Paris, FR

CHEVRON-TEXACO ORONITE

- Creation of a model detailing costs/profits of each client
- Implementation of a profit improvement program
- Reorganization of organization
- European direction of project

BEARINGPOINT (internal European project)

- Deployment in 11 countries of Siebel V7.5 for the Sales, Marketing, PRM and Analytics functions
- Follow-through on financial commitments and conformity to local stakeholders' constraints
- SAP Integration
- European direction of project

TOTALFINAELF , Refining and Distribution

- Implementation of a unique European platform for managing new loyalty programs
- Project direction (18 months)

RHODIA

- Implementation of Blue Martini firmware at Rhodia Silicones site
- Direction and quality assurance of the project

@CARREFOUR Project management assistance

- Organization of the programme (processes, firmware, project design)
- 1996-2000 **Consultant / Project Leader** **Cap Gemini**
Paris, FR
- Direction of a global project overhauling the marketing and sales information systems
Implementation of Siebel and Business Objects firmware:
- Lead global project during the pilot phase
 - Deployment in southern Europe (6 countries, 850 users)
 - Change management, Reporting and financial control
- SKF**
- Coaching and financial audit of a European project implementing Siebel Sales and Field Service firmware for their sales force
- GENERAL TRAILERS - ERP Baan**
- Configuration and sales management
 - Needs evaluation and establishment of management processes
 - Gap analysis
- SCHNEIDER ELECTRIC**
- Assisted construction of an international project merging information systems of Merlin-Gérin and Télémécanique
- Detailed analysis of firmware configuration (SAP, Trilogy, Concentra)
 - Organisation and follow-through of technical and functional prototypes
 - Analysis of back-office integration
 - Creation of budgets and schedules
- CGG (Compagnie Générale de Géophysique)**
- Supporting choice of new integrated firmware for seismic exploration mission logistics
- Benchmark ERP (SAP, JDE, Oracle, PeopleSoft,)
 - Best practices and description of target processes
 - Creation of project design
- SEPPIC, Groupe AIR LIQUIDE**
- Supporting choice of new integrated firmware (sales and logistics)
- Needs evaluation and management procedures
 - Benchmark of firmware ERP (SAP, JDE, Movex)
- 1995-1996 **Managing Director** **CEM Flow**
Paris, FR
- Managing Director (25 employees, subsidiary of American group Flow)
 - Reorganization of sales and marketing departments
 - Strategy: organization, processes and methods, recruitment, management structure
 - Cost-killing and restoration of profitability
 - Management of multiple operations (Paris, Lyon, Marseille),
 - Negotiation with and reporting to group management in the USA
- 1983-1995 **Selected Other Experiences**
- BIOPOLE Clermont-Limagne
- Feasibility study for a biotechnology cluster

- Development of the key business specifications for the sector

NORD-PAS DE CALAIS DEVELOPPEMENT

- Internal and external audit of organization
- Created action plan
- Reorganization

CENTRE NATIONAL de la CINEMATOGRAPHIE

- Financial and marketing audit of actions taken to export French cinema
- Impact evaluation of actions and results
- In-depth analysis of financial commitments and set up of cost control procedures

Advertising Agency CONJONCTURE and marketing subsidiary « POURQUOI PAS ? »

- Media-planning and marketing consulting
- Development of specific marketing analysis tools
- Prospection, sales and cost-benefit analysis for SMEs, banks and local organizations.

BIPE (1983-1985) - Marketing and Strategy Consultant for SMEs