SKILLS

Proficient English (C2)

Project **Leadership**

Digital and Design Tools

Continuous Improvement

Eco Design

Value Analysis

Design Thinking

Packing Mechanization

KEY ACHIEVEMENTS

Margin Recovery: Successfully recovered €7M per year at DS Smith Packaging.

Cost Savings: Achieved annual savings of €3.5M at Brioche Pasquier.

Cost Avoidance: Prevented €200K in costs with TESCO through strategic barcode studies and implementation.

Logistics Excellence: Worked on GS1 Logistics Specifications for DS Smith, enhancing supply chain global standards.

Industry Recognition: Won the Corrugated Award for improving packaging solutions at Pasquier/DS Smith.

Fast Implementation: Executed a 6000-tonne business implementation within 9 months for Mondelez at DS Smith.

DIPLOMAS

Packaging Engineer
ESEPAC Master in 2004

Digital Marketing
GALILEO Bachelor in 2022

B2B Negotiation
CEN Certification in 2007

Packaging Processes
UIT Bachelor in 2001

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Packaging Industry Expert

Driving Sustainable Innovation and Continuous Improvement
15+ Years of Experience



Technical Key Account Manager, from 2015 to 2021

DS Smith Packaging Central, Puteaux (FR, 92)

Leadership in Strategic Design and Innovation: Managing projects with 9 local product owners and 17 designers, developing leading-edge, sustainable packaging solutions that established DS Smith as an industry leader. Led initiatives to drive innovation and enhance productivity, significantly improving processes and total cost ownership.

Optimization Consultant: Serving European team for optimization across the UK and Eastern Europe, enhancing operational efficiencies and profitability.

Design Project Management: Oversaw the integration of innovative projects into the product development pipeline, leading teams in the adoption of co-design methodology.

Margin Recovery: Managed the Mondelez FR portfolio, improving profit margins through strategic design proposal, material and cost optimization through continous improvement intiative.

Executive Reporting: Reported directly to CEO, providing strategic updates and influencing account direction with packaging performance analyses and innovation insights.

Product Owner, from 2012 to 2016

DS Smith Packaging, Saint-Just-en-Chaussée (FR, 60)

Packaging Performance Audits: Conducted detailed audits to assess durability, cost-efficiency, and environmental impact, identifying key areas for innovation, improvement and clients benefits.

Productivity and Supply Chain Optimization: Led efforts to boost productivity and streamline supply chains using advanced technologies like RFiD, significantly enhancing operational efficiency.

Value Analysis: Utilized advanced analysis tools to examine packaging costs, guiding the creation of cost-effective solutions without downgrading performance and improving productivity.

Total Cost Ownership (TCO) Improvement: Worked on reducing TCO for clients by optimizing packaging design, materials, and logistics, improving client and DS Smith margins.

Local Key Account Management: Managed key local accounts, ensuring swift and effective service delivery and overseeing the integration and approval of new projects and accounts.

Integration Monitoring: Oversaw the implementation of new business partnership, ensuring alignment with internal standards and client expectations to maintain service excellence during transition phases.

Packaging Expert, from 2006 to 2012

Brioche Pasquier, Le Châtelet-en-Brie (FR, 77)

Technical Lead: Served as the Corrugated and Mechanization leader for 17 plants, guiding corrugated cardboard cost reduction packaging initiatives at Brioche Pasquier.

Packaging Optimization: Managed packaging optimization projects, focusing on enhancing productivity and innovation in packaging processes.

Supplier Evaluation and Audits: Conducted efficiency evaluations and audits of suppliers, overseeing the technical aspects of tender management.

Data Management and Tool Implementation: Developed a French packaging dataset and implemented packaging tools to streamline operations and packaging specifications accessibility.

Packaging Project Designer, from 2004 to 2006

DS Smith Packaging, Gasny (FR, 27)

Design and Innovation: Led design and innovation for corrugated cardboard, focusing on enhancing product functionality and aesthetic appeal.

Cost Reduction: Managed projects aimed at reducing costs through efficient design and production processes.

Shelf-Ready Packaging: Implemented shelf-ready packaging solutions in the food industry, improving retail efficiency and customer satisfaction.

Customer Technical Relations: Maintained and enhanced technical relationships with customers, ensuring high levels of service and support.