

**Name of Expert:** Pierre PONCIE  
**Date of Birth:** 26/05/1961  
**Country of Citizenship / Residence:** France (Albertville-73200)

**Education:**

Date from-to	Institution	Degree(s) or Diploma (s) obtained
2013-2014	Audencia High School Management (Nantes)	Diploma Transition Management
1982-1983	Leeds Polytechnic (UK)	Business & Management Studies
1980-1982	University of Paris-Sceaux (France)	International Trade

**Employment record relevant to the assignment:**

No.	Period	Employing organization and your title / position. Contact information for references	Country	Summary of activities performed relevant to the Assignment
1	2014-	<b>ATM MANAGERS</b> <i>Consulting in Operational Management</i> <a href="http://www.atm-managers.com/">http://www.atm-managers.com/</a>	France	Operating in <b>varied industrial environments</b> . <b>Fields of expertise</b> : context of organization and reorganization of commercial and marketing services, management of the teams in phases of development and implementation of managing tools (national, european and international environments) <b>Key points</b> : <ul style="list-style-type: none"> <li>• implementation of strategic, innovative and operational solutions to favor the change and the adaptations of the organization to its environment</li> <li>• dynamic and proactive approach allowing added value on existing and potential markets</li> </ul> <b>Approach</b> : "Be the mainspring of development for a company" <b>Main realized projects</b> <ul style="list-style-type: none"> <li>✓ market survey and feasibility concerning the launch of a new product</li> <li>✓ audits in management process</li> <li>✓ support in export business</li> </ul>
2	2008-2014	<b>Consultant</b>	France	Consultancy - Training - Accompaniment <b>Main realized projects</b> <ul style="list-style-type: none"> <li>✓ support of 2 foreign companies on the French railway market (2013-2014)</li> <li>✓ activity of advice, support and training within small and medium size companies (2008-2014)</li> </ul>
3	2002-2006	<b>LE RESERVOIR</b> Commercial & Marketing Director <i>Air tanks manufacturer</i>	France	<b>Member</b> of the Board, definition and implementation of the commercial and marketing strategy of the company (France – International) <b>Elaboration</b> of the annual commercial plans in terms of structure of the range of products, elaboration of price lists, choice of appropriate distribution networks for considered markets and products (3 production sites) <b>Prospecting</b> of new markets <b>Determination</b> of the short and medium-term commercial and marketing objectives <b>Definition</b> of the orientations of the policy of human resources management (recruitment, training, motivation) <b>Management</b> of national and international key account
4	2000-2001	<b>EUROPFIL</b> Commercial & Marketing Manager <i>Steel Wires-Tubes- Plates, Stainless</i>	France	<b>Definition</b> of the new commercial and marketing policy of the group ( 7 production sites) <b>Elaboration</b> of tools and instruments of the commercial policy (marketing mix) in relation with the technical (research and development) and commercial (sales) departments <b>Elaboration</b> and working up of the new salary policy <b>Budget</b> follow up : creation of commercial boards, results statements on a monthly/quarterly basis, globally and individually

5	1997-2000	<b>BANIDES &amp; DEBEAURAIN</b> Export Manager <i>Gas valves &amp; fittings</i>	France	<b>Reporting</b> to Senior Management for operational, marketing and sales functions in the Export Department <b>Operational</b> : European Community – Eastern Europe – Far East
6	1995-1997	<b>IMERYS GROUP - HUGUENOT FENAL</b> International Manager <i>Clay roof tiles</i>	France	<b>3 subsidiaries</b> in Europe, world-wide distribution <b>Survey</b> of local manufacturers and their markets, competitors and foreign investment opportunities for the group
7	1991-1995	<b>BOEDER Group - RPS International</b> Export Department Manager <i>Computer accessories</i>	France-Germany	<b>Management</b> of a profit centre <b>Creation</b> of branches in Scandinavia, a joint-venture in Singapore <b>Set up</b> and management of a network of distributors
8	1987-1991	<b>NEXANS - Alcatel Cable</b> Export Sales <i>Electrical cables</i>	France	<b>Wholesalers</b> / Importers – Distributors network : prospecting, animation

#### Membership in Professional Associations and Publications:

- Annecy Golf Club : board member
- Moto Club Dynamik (Albertville) : board member

#### Language Skills:

Languages	Reading	Speaking	Writing
French		Mother tongue	
English	Bilingual	Bilingual	Bilingual
German	Intermediate	Intermediate	Intermediate

#### Expert's contact information:

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#### Certification:

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience, and I am available to undertake the assignment in case of an award. I understand that any misstatement or misrepresentation described herein may lead to my disqualification or dismissal by the Client.

Name of Expert: Pierre PONCIE

Signature:

Date: October 2015