

Samuel JEANSON

Executive Leader

Driven by people, action and results

PROFIL

Business Development Director and Profit Centre Director with more than 25 years of experience in infrastructure, mobility, industry and consulting.

Recognised expertise in growth strategy, acquisitions, strategic partnerships, market development and the delivery of major projects.

Operational and commercial experience across four continents within international groups including VINCI, RATP Dev, Wabtec, PricewaterhouseCoopers and Schneider Electric.

CONTACT

+33 6 25 98 19 28
samueljeanson@gmail.com
12 rue Pasteur
64700 Hendaye
France

PERSONAL INFO

Date of Birth:	02/08/1974
Age:	52 years
Nationality:	French
Marital status:	Married
	2 children's

EDUCATION

2019 INSEAD
Managing Partnerships and Strategic Alliances

1999 MBA
Paris I Panthéon Sorbonne

1998 Engineering Master's degree
ENSAM ParisTech, leading French engineering school "Grande Ecole"

SKILLS

Development & Growth:

- Definition and implementation of growth strategies
- Negotiation of high-value contracts and strategic partnerships
- External growth and post-merger integration
- International business development and diversification

Leadership & Management:

- Line and matrix management
- Multicultural leadership and change management
- Management of complex situations and conflict prevention
- Operational excellence and commercial performance
- Strong results orientation and performance analysis

Finance & Value Creation:

- Management of profit centres and cost centres
- Financial performance management: P&L, cash flow, ROI
- Value creation and profitability optimisation
- Development and management of business plans

LANGUAGES

French:	Native
English:	Full Professional Proficiency
Spanish:	Full Professional Proficiency
Portuguese:	Professional Proficiency

PROFESSIONAL EXPERIENCE

ETF – Groupe VINCI — Since 2014

Major player in railway infrastructure construction, renewal and maintenance

- Director of Major Projects Development France & International — Since 2020
- International Business Development Director — 2018 – 2019
- Director, USA & Canada Region — 2016 – 2017
- Director, Latin America Region — 2014 – 2016

RATP Dev — 2009 – 2013

Among the world's leading urban and interurban public transport operators

- International Business Development Director

Faiveley Transport (now Wabtec) — 2004 – 2009

Global leader in rail technologies and solutions

- Key Account Manager — 2008 – 2009
- Financial Control & Transformation Manager — 2006 – 2007
- Financial Controller — 2004 – 2005

PricewaterhouseCoopers Consulting — 2001 – 2004

Among the world's leading management consulting, transformation and technology firms

- Senior Consultant

Schneider Electric — 1999 – 2000

Global leader in energy management and industrial automation

- Financial Controller – Seoul, South Korea

DETAILED PROFESSIONAL EXPERIENCE

ETF – Groupe VINCI — Since 2014

Major player in railway infrastructure construction, renewal and maintenance

Director of Major Projects Development France & International — Since 2020

- Lead business development activities in France and internationally through M&A opportunities and major infrastructure projects ranging from €50m to over €1bn
- Define and execute diversification, value creation and geographical expansion strategies

International Business Development Director — 2018 – 2019

- Defined and implemented the international growth strategy across Europe, North and South America, the Middle East and Oceania

Director, USA & Canada Region — 2016 – 2017

- Led ETF's market entry into Canada through external growth initiatives and expanded operations across the USA and Canada through the acquisition of strategic projects

Director, Latin America Region — 2014 – 2016

- Managed the financial and operational performance of the Latin American business, including a €125m rail project in Chile, a €20m project in Brazil and a €4m subsidiary in Venezuela

RATP Dev — 2009 – 2013

Among the world's leading urban and interurban public transport operators

International Business Development Director

- Led the Group's expansion into new markets across Europe and Latin America
- Developed and implemented growth strategies
- Identified and managed acquisitions, equity investments and strategic partnerships
- Directed bids for complex tenders and supported the development of new business activities

Faiveley Transport (now Wabtec) — 2004 – 2009

Global leader in rail technologies and solutions

Key Account Manager — 2008 – 2009

- Led the commercial development and management of a portfolio of key accounts generating €40m in revenue for the Brakes & Couplers Business Unit in France

Financial Control & Transformation Manager — 2006 – 2007

- Led the financial and management control aspects of the creation of two manufacturing facilities in China.
- Designed and implemented commercial performance management tools and processes for the Brakes & Couplers Business Unit (€200m revenue)

Financial Controller — 2004 – 2005

- Established and structured the management control function for a €70m industrial, commercial and R&D site within the Brakes & Couplers Business Unit in France

PricewaterhouseCoopers Consulting — 2001 – 2004

Among the world's leading management consulting, transformation and technology firms

Senior Consultant

- Delivered business transformation and administrative and financial process optimisation assignments for clients in the automotive, telecommunications and banking sectors

Schneider Electric — 1999 – 2000

Global leader in energy management and industrial automation

Financial Controller – Seoul, South Korea

- Responsible for management control of the Korean distribution subsidiary (50 employees)