

## PROFILE

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- Board Member and Senior Advisor to companies in the commodities, finance, tech-related and luxury industries.
- 20 years' experience in several Senior Level positions, multilingual, multicultural with a footprint across the 5 continents.
- Key areas of expertise: commodities industry expert with a unique multi-products experience across the entire value chain; business development; building long term strategies and alliances in challenging complex international environments; structuring, financing and trading of metals projects and infrastructure assets; risk management.

## WORK EXPERIENCE

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- Jun 21 – to date      **BOARD MEMBER and ADVISOR to several companies.**
- Apr 17 – to date      **ENTREPRENEUR and PRIVATE INVESTOR in selected fields: Fintech, Tech & Deep Tech, Commodities and Luxury.**
- MANAGER OF A PROPRIETARY REAL ESTATE AND FINANCIAL PORTFOLIO.**

### **TRAFIGURA, Commodities trading, Switzerland**

- Jan 12 – Mar 17      **MEMBER OF THE METALS & MINERALS MANAGEMENT COMMITTEE,**
- GLOBAL HEAD OF COPPER CONCENTRATES TRADING**
- Team of 65 people and an annual turnover of USD 5 billion, +50% on traded volumes over 5 years
  - Full responsibility over the PnL, balance sheet, financing structure and cash management of the book
  - Strategy and development plan definition and implementation for the business unit
  - Negotiation and successful execution of several large prepayments and offtake agreements worldwide
  - Design, negotiation and implementation of strategic alliances, the larger one being a cornerstone upstream integration joint-venture agreement with a large Chinese player
  - Contribution to the expansion of the warehousing infrastructure & blending facilities of the company
- Jul 10 – Dec 11      **HEAD OF ZINC CONCENTRATES TRADING**
- Team of 25 people and an annual turnover of USD 1.5 billion, +15% on traded volumes over 1.5 years
  - Full responsibility over the PnL, balance sheet, financing structure and cash management of the book
  - Strategy and adequate market positioning definition and implementation; conclusion of several long term cost-effective supply contracts and reliable outlets
  - Set up and management of an efficient operating model for the book (costs, risks, hedging, credit, product liability, compliance with all regulations in place)
- Nov 08 – Jun 10      **ZINC CONCENTRATES SENIOR TRADER**
- Responsible for the EMEA and China regions with an annual turnover of USD 500 million
  - Guarantee of contracts & trades good execution
  - Successfully set up a domestic trading business in China
  - Supply/demand balances and competition analysis, contribution to the book strategy definition

### **MANATRADE AG, Commodities trading, Switzerland**

- Jan 06 – Oct 08      **MANAGING DIRECTOR**
- Team of 10 people and an annual turnover of USD 300 million, multi-products
  - Design and implementation of strategy and business plan, new products launch
  - Successfully set up and run the company on a day-to-day basis, overlooking the commercial, traffic, hedging, freight, finance, and accounting activities, full responsibility on the PnL and balance sheet,
  - Risks management, including hedging, credit, product liability, compliance with all regulations in place
  - Relationships management with the customers, suppliers, shareholder, banks, auditors, insurance companies, supervision companies, freight brokers

### **MANAGEM, North African Mining Group, Morocco**

- Jan 03 – Dec 05      **MARKETING & SALES DIRECTOR**
- Team of 15 people and an annual turnover of USD 200 million, multi-products
  - Market and competition researches; definition and implementation of adequate marketing and sales strategies to increase the products profitability
  - Customers base and distribution network development
  - Supply chain management, including responsibility over the Safi port terminal
- Aug 98 – Dec 02      **MANAGEMENT CONTROL & STRATEGIC PLANNING MANAGER, several mining sites in Morocco**

## SOCIAL IMPACT INITIATIVES

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- Mentor for **ThrivewithMentoring**, a worldwide Non-Profit initiative helping women succeed professionally (Feb 2021 - to date)
- Member of the **Professional Women of African Heritage** (PROWAH) Non-Profit organization (2018 - to date)
- Developer of an **Art Lending concept “Artotheque”** for the city of Zug Department of Culture, giving access to a portion of the cantonal Art Works collection to the population of Zug (2020)
- Developer with **Stride Learning, UnSchool for collaborative leadership** of a guide to positive life shaping for adults without a postsecondary degree (2019 - 2020)
- Contributor to the **Swiss Future University initiative** – SWITCH Foundation (June 2019)
- **Human Centred Design lecturer** to master students at the **Lucerne University of Applied Sciences and Arts (HSLU)**, Switzerland (2018 – 2019)
- **Active contributor to Fondation Astural**, provided internships and mentored teenagers encountering familial, social, schooling difficulties and struggling with violence and addictions (2016 – 2017)
- **Board Member of Trafigura Foundation**, sponsoring and funding programmes worldwide in sustainable development, integration & education, and health (2014 – 2016)

## EDUCATION

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Sep 18 – Jun 20	<b>Lucerne University of Applied Sciences and Arts (HSLU)</b> , Switzerland <i>Master’s Degree in Design, focus on Social Innovation Services Design</i>
Nov 07 – Jun 08	<b>ESSEC Business School</b> , ESSEC Management Education, France <i>Executive Management Certificate in Leadership &amp; Strategic Development</i>
Sep 95 – Jul 98	<b>TBS Toulouse Business School</b> , France <i>Master’s Degree in International Business &amp; Strategic Management</i>

## LANGUAGES

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**French:** Fluent

**English:** Fluent

**Arabic:** Fluent

**German:** Intermediate level (B2)