

## Welcome to INSEAD Networking for Job Search Monthly Meeting

*You registered to participate in the up-coming INSEAD Networking for Job Search meeting (usually, every 3rd Tuesday of the month from 6:30 pm to 8:30 pm). To benefit from this meeting, please read the following memo, complete the “Fiche Réseau” on page 2 and send it to Giuliana ([giuliana@inseadalumni.fr](mailto:giuliana@inseadalumni.fr)) at the latest on Monday before the meeting. Also take time to rehearse your 3 minute pitch to present yourself and your project.*

### ***Introduction***

Looking for a job is not an easy task and the INSEAD Alumni Association France is here to help.

Typically, a job search can be seen in 3 steps:

1. Stepping back to learn from your career: your hard skills, your soft skills, your motivations, ...
2. Defining your professional project
3. Executing your job search.

This last step can only happen if you have been through the first two steps. Otherwise, you will waste some precious networking contacts for nothing. INSEAD Networking for Job Search, many career workshops organized by IAAF, can be helpful at any of these steps.

### ***Key Objectives***

These meetings are targeted to Alumni who are looking for a job (whether they are out of job or still working) with 3 main goals:

- Making sure that alumni looking for a job are not alone. (step 1)
- Offering some feedback on their job search: professional project, 1 minute pitch, actions already undertaken, ... (steps 2 and 3)
- Sharing contacts to either help alumni define their professional project (step 2) or facilitate their networking approach.

### ***Process***

These 2 hour-meetings are limited to 10/12 participants. Each participant has therefore 10 minutes to pitch and receive feedback and contacts. The more you speak, the less time you will have to get feedback or contacts from the other participants.

Depending on where you are in your process, you might just want to test your 1 minute pitch or present your professional project to get some contacts. In that case, it is crucial that you complete the « fiche réseau » on the second page (in French or English) and send it to Giuliana at the latest on Monday prior to the meeting.

Benevolent facilitators are here to manage the process and be time keeper. Of course, they may also give you personal contacts.

After the meeting, feel free to extend the discussion in a café nearby. You will find some cafés at the corner rue des Acacias / avenue Carnot). You can also make arrangements to meet other participants later. Taking time to have a longer exchange is a good way for you to deepen your project and get additional contacts.

If French is not your native language, feel free to speak English as everyone in the room understands and speaks English.

### ***Participants engagements***

After you have participated in one of our meetings, you are welcome to come back as there will be new participants and therefore, new contacts for you.

Once you find a job, please let Giuliana know so that she can inform the group. We would also appreciate that you consider yourself as a resource for other alumni searching for a job.

Exemple de fiche réseau



**Abraham LINCOLN**

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MBA INSEAD  
Ingénieur ENS Pétrole et Moteurs  
50 ans

Anglais bilingue  
Russe et Chinois (notions)  
Mobilité géographique

*Objectif :*

Directeur Fusions et Acquisitions – Corporate Development (groupe industriel international)

*Compétences / valeurs clés:*

- Management de projets de développement (analyse, exécution, implémentation)
- Pilotage de dossiers de fusions-acquisitions et alliances stratégiques
- Contrôle de gestion, finance d'entreprise, systèmes d'information
- Ingénierie financière, financements structurés, levée de fonds, turnaround

*Synthèse Parcours Professionnel :*

2004-2008	Interim management et conseil (groupes industriels et fonds d'investissement)	
2000-2004	Transdev (groupe CDC) – Transport de voyageurs	Directeur des Opérations Financières
1997-2000	LaRoche Industries Inc. – Chimie de Base	Directeur du Développement Europe
1995-1997	Clinvest - Banque d'Affaires	Conseil en Fusions Acquisitions
1992-1995	Crédit Lyonnais – Banque d'Investissement	Ingénieur Conseil / Analyste financier
1984-1990	Institut Français du Pétrole – R&D	Ingénieur Géologue Géophysicien

*Entreprises cibles et principales caractéristiques envisagées :*

- Groupes diversifiés (holding et/ou filiales) - CA entre 100 et 1.000 M€
- Stratégie de « build-up » avec développement à l'international
- Enjeux technologiques importants, BtoB
- Contexte LBO – Capital développement éventuel

*Secteurs privilégiés et exemples de sociétés :*

- Ingénierie, Infrastructure, Transport, Energie, Environnement  
Technip, Assystem, Bolloré, SIIF Energies...  
Veolia Water, Vinci Energies, Spie, INEO...  
Rubis, Paprec, Seche Environnement, Anthea...
- Services maritimes, offshore pétrolier, océanographie  
Bourbon, CMA-CGM, Louis Dreyfus, MSC...