

Emilie PACE



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 [Linkedin Profile link](#)

LANGUAGES

- FRENCH : Native
- ENGLISH : Fluent

SOFT SKILLS

- Team spirit
- Autonomous
- Problem solving
- Data driven

IT TOOLS

- SAP
- Salesforce
- Office 365
- Microsoft Project

EDUCATION

- **2004: Masters - Chemistry, Polymers for Advanced Technologies** (Grenoble University)

INTERESTS

Music

Piano & clarinet 🏹 10 years conservatoire & part of a musical group

Backpacking/Travel

Exploring, meeting people, learning about different cultures and sharing adventures

Outdoor Activities

Cross-country skiing, climbing 🏹 Member of French Alpine Club since 2016

Sailing, Kitesurfing 🏹 Going beyond limits, enjoying nature

Fresque du Climat

BUSINESS PARTNER, PMO

My objective?

To combine my 17 years industrial experience, agility and creativity, to drive & deliver new challenges in dynamic & international teams

SKILLS

- Managing cross-functional teams
- Leading multiple complex projects
- Driving opportunities pipeline
- Collaborating on budget
- Defining Business Strategy
- Deploying Roadmaps
- Creating innovative product
- Developing Dashboards & KPIs

WORK EXPERIENCE

2021 – 2023: Exploring new projects

STEPAN, France (12 YEARS)

*B2B, 2,200 employees, raw material manufacturer
FMCG & Fuels, Agrochemical, Petrochemical sectors*

2020 – 2021: Product Manager (1yrs, 8mos)

- ⇒ Defining pricing policy during quarterly negotiations (provided 200 prices in 2 weeks)
🏹 Created automated product cost structure calculations tool : Consolidating 3 SAP databases, resulting in a 50% increase in customer response speed
- ⇒ Managing forecast & budget with sales and purchasing team

2013 – 2020: Business Manager (7yrs)

- ⇒ Accountable for business growth (P&L management) for different markets 🏹 20% growth achieved
- ⇒ Defining strategy based on data analytics; roadmap deployment; stakeholder engagement, change management & training – incl. cross-functional workshops (R&D, sales, production, procurement, supply chain) 🏹 Presentation to the CEO & the board of directors
- ⇒ Managing the opportunities pipeline (from leads to commercial closure - using CRM Salesforce)
- ⇒ Leading diverse range of projects, coordinating with experts for new product introduction, R&D projects and provide CAPEX study (€2 million budget) 🏹 Created automated dashboards, ensuring resource prioritization and meeting deadlines
- ⇒ Responsible for tenders and supporting sales during negotiations 🏹 Led contract negotiations to signature
- ⇒ Creating promotional materials & organizing tradeshow

2009 – 2013: R&D Manager, Technical support (4yrs, 3mos)

- ⇒ Structuring the R&D department, setting objectives, development plan and prioritizing projects through implementing project tracking dashboards. Organizing team-building events for team cohesion 🏹 2 team members subsequently became R&D manager
- ⇒ Managing customer relationships, providing technical solutions during customer visits 🏹 Organized & facilitated technical training days for customers and distributors (30 participants)

UNILEVER, UK (5 YEARS)

B2C, 127,000 employees, FMCG

2004 – 2009: Global R&D Formulation

- ⇒ Product development 🏹 Created innovative serum project (Patent)
- ⇒ Managing innovation projects (from R&D development to production) 🏹 First concentrated detergent launched globally in 2007 (OMO brand)
- ⇒ Continuous improvement 🏹 Developed methodologies to reduce pH and viscosity measurement time by 4 times, collaborating with suppliers to optimize software
- ⇒ Sustainability action 🏹 Organized group beach clean-up
- ⇒ Launch Event organization 🏹 Organized internal product launch event for 800 attendees