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**Questionnaire "Portrait of Socapexians**

**1/ What is your personal situation (age, family, location, hobbies)?**

I'm 41 years old and live in Annecy. I'm passionate about basketball, which I've been watching and playing for as long as I can remember, and still practice it today in Annecy. To me, it's the most beautiful sport in the world.

I use my free time and vacations to travel as much as possible. I love discovering new destinations, new cultures and new ways of thinking. It's my personal oxygen and balance.

**2/ What is your professional background (education, training, work experience)?**

I obtained an English Bachelor's degree in International Business at **The Manchester Metropolitan University** in the UK, with first class honors. I went on to do a Master's degree in International Management, Export Zones at **IAE Savoie Mont-Blanc** in Chambéry (French Alps). The experience in England was decisive for me and the starting point of my career.

I've been lucky enough to experience different business sectors during my career. Among other things, I did an internship in London in the international resale of wines and spirits, and a semester with Alcatel in export management for vacuum pumps.

I then worked in export sales administration at **Scaime** in load cells and industrial measurement. Then I worked for almost 2 years in remarketing used vehicles internationally at **Arval BNP Paribas Group**.

I then joined **Amphenol Socapex**. It's one of the companies where I've learned the most and which has opened up the most opportunities for me. I started out at Customer Service Department, before becoming Inside Sales and then Sales Digitalization Pilot.

**3/ Describe your current position (how long have you worked for ASF? how did you find this position? what are your main activities? positive points? difficulties?**

I'm now a Commercial Functional Expert. My role is to support the company's various business units in updating their business processes and deploying new technologies around constantly evolving information systems.

In particular, the aim is to support our sales teams in their digital transition, setting up and deploying digital sales tools. And also the implementation and continuous improvement of our processes with the various departments.

Since joining the company in 2011, I've been able to see and take an interest in tons of different subjects around customer relations, international trade in the broadest sense or digitalization. Amphenol SOCAPEX has given me the chance to evolve in a multicultural environment with multi-site projects.

I've also been lucky enough to support and take part in several working groups:

ERP implementation, a customs cell in charge of obtaining certification, or the deployment of a CRM tool with our colleagues in France, India and Europe.

**4/ What advice would you give a student about entering the industrial sector, or the business sector in general?**

Don't take anything for granted, keep renewing yourself. Be humble, learn from others.

A profession is always what you decide to make of it.

Never limit yourself. Be curious, have fun with what you do. Keep improving and keep learning new things.

The industry is exciting and so full of different projects! Standards are constantly changing, digitalization is becoming increasingly important and takes on an ever-growing role, there's bound to be a place for you here if you decide to take an interest.