

Program & Partnership Management | eSIM, IoT & Wearables at Google



IT Project Management

Program Management

Partnership Management

eSIM

Android Connectivity

in LinkedIn

Results-driven senior program and partnership manager. 15 years of expertise in the Tech industry. Currently leading Telephony and Connectivity projects at Google.

Strong leadership, communication and negotiation skills. Ability to work in fast-paced environments to meet deadlines. Expertise in coordinating diverse, remote, cross-functional teams and resources in multicultural environments. Proven track record of successfully improving processes and delivering projects within scope, time, budget, and quality.

Program Management |
Partnership Management |
Strategic Planning and
Implementation | Global
Environments | Cross-cultural
Teams | Diversity and Inclusion

Driving License

EXPERIENCES

Head of Program & Partnership Management | eSIM and Wearables



Google - Since January 2021

- Lead Global Android programs and partnerships with primary focus on eSIM for Phones and Wearables, with the goal to curate and expand the Android Connectivity ecosystem and increase adoption of Android features and solutions.
- Define and implement the Android eSIM strategy for phone and watch OEMs.
- Own and manage the end-to-end process for partners integrating with our systems.
- Define, plan and steer specific programs to assure timely projects execution, cooperating with cross-functional teams globally.
- Maintain existing and future partnerships, and pilot strategic development with Android partners (OEMs, carriers and engineering service companies).

Head of Payment Partnerships Italy & BENELUX | Google Pay



Google - March 2020 to January 2021

- Develop & manage direct relationships and drive executive-level engagement with key partners across the payments ecosystem (banks, merchants, processors and platforms) on core Google payments initiative.
- Drive partner engagement strategy & execution for the market, including the development of PRDs and GTM documentation in collaboration with key internal stakeholders
- Develop, negotiate and execute term sheets and contracts with over 50 partners
- Identify and maintain pipelines & tracking documents, communicate key updates internally and cross-functionally
- Ensure that partners are mobilizing around actual deployments / implementations and once live, engage with partners to optimize implementations and drive growth- Drive cross-functional engagement with teams including Strategy, Finance, Product, Engineering, Marketing, and Operations in order to better adapt our products to EMEA markets and to deliver on key product area objectives
- Manage a Remote team: develop and implement scaled processes for specific areas of the business, supervise daily operations, train, and implement quarterly objectives to meet the goals and levels of production required

Strategic Partnerships Lead, Luxury | Wear OS by Google & Google Fit (Bungee)



Google - September 2019 to February 2020 - Full-time - Zürich -
Switzerland

- Project-manage all upcoming Global launches of EMEA-based OEM partners.
- Support traditional partners in their digital transformation.
- Shape the Google Pay strategy in EMEA to adapt it to wearable and IoT technologies.
- Ensure a seamless user experience across products and platforms, focusing on making our users' lives easier and safer.

Payment Processing Partnerships Lead - EMEA



Google - May 2017 to September 2019 - Full-time - Zürich -
Switzerland

- Plan, oversee and document all aspects of the Google Pay launch in EMEA.
- Collaborate and coordinate legal, marketing, product, engineering and support teams to close strategic partnership deals that help grow or further develop Google's innovative technologies and emerging markets, and ensure the flawless execution of the projects I worked on.

Technical Project Manager - Ads & Mobile

Google - Since October 2015 - Full-time - Paris - France



- Manage transversal projects to improve top-tier customers' online strategies, tracking technical aspects of performance and branding advertising campaigns and focusing on customer's business objectives.
- Provide high-end customer service and tailor-made technical consultancy and solutions, tracking progress to ensure project milestones are completed on time, on budget and with the desired results.

Partnerships Manager & Product Expert - Ads

Google - July 2012 to September 2015 - Full-time - Paris - France



- Actively help grow customers' businesses, leveraging both technical knowledge and project management skills to target, educate and persuade global advertising agencies to embrace Google's latest advertising products and technologies.
- Scope the details of individual strategies, analyze technical feasibility and explore and uncover business needs of key agencies to meet objectives

EMEA Project Manager - Performance Products (20%)

Google - April 2014 to August 2015 - Paris - France



- Manage transversal project aiming at improving both go-to-market strategies across products and customer experience.
- Lead strategic initiatives to optimize new processes, systems and structures in EMEA and for a specific French Media Agencies portfolio.
- Collaborate with engineers and product managers to develop and launch dedicated solutions, product features and tools.
- Design and deploy cross-regional performance solutions in close collaboration with the Country Clusters Leads across the EMEA region.

Digital Strategy Consultant

armstrong - April 2011 to June 2012 - Full-time - Paris - France



armstrong is a leading full service agency for luxury fashion brands, retail and e-commerce in France and Canada. The agency is using an advanced in-house technology to manage PPC campaigns on AdWords and Facebook.

As a consultant, I was managing a portfolio of partners helping them define their advertising strategies on the Italian, Spanish, French US and UK markets.

Digital Media Consultant - France & Italy

Labelium - January 2010 to February 2011 - Full-time - Paris



- Manage PPC advertising campaigns, SEO and ergonomics for luxury, retail and entertainment (L'Oréal Group, LVMH Group, Warner Bros.), in France, the UK and Italy.
- Coordinate the opening of Labelium's Italian subsidiary in Milan.

Digital Project Manager

Kedge Alumni Association in Paris - January 2011 to June 2011 - Volunteer Work - Paris - France



Project Manager - Webmarketing & Community Management

Kedge Alumni Association in Paris - June 2007 to May 2010 - Volunteer Work - Marseille - France



International Project Coordinator

French Embassy Trade Office in New York - October 2007 to April 2008 - Internship - New York City - United States - Alaska



Marketing, Communication and Events Manager UNIS-TERRE, Children of Asia - September 2006 to December 2007 - Volunteer Work - Marseilles - France



Unis-Terre is a humanitarian association. The "Children of Asia Project" aim to raise Indian and Nepali children life standards and give them access to education and health in decent conditions of life and an access to education and health in accordance with the Children Rights Convention signed by those two countries.

Promote the Association to raise funds;

Negotiate sponsorship (raised more than €8,000.00) and partnership contracts;

Organize and manage the on-line and off-line communication;

Coordinate the whole mission and trips to Nepal and India.

Export and Sales Manager



**LA MAISON DES SAVONS - September 2004 to June 2005 - Freelancer -
Marseilles**

La Maison des Savons is a privately held company, specializing on Premium bath and body products manufacturing.

Conduct market studies on the Canadian, Swedish and Italian cosmetic products markets;

Prospect and develop the company's customers portfolio;

Conceptualise and adapt the customers booklets and order forms;

Negotiate contracts with the new customers.

CEO Assistant

S.I.A.S .Italia S.p.A. Torino - May 2004 to August 2004 - Part-time - Turin - Italy

- The S.I.A.S. Italia S.p.A is an Italian company implemented in Settimo Torinese (TO) - Italy. Its main activity is to manage privately held hospitals and to build medical structures.
- Take in charge the whole administrative and secretariat tasks
- Organise the meetings, the Boards of Directors, the conferences and the seminars
- Manage the planning
- Orient the partners and visitors

Export Assistant

MEDORIENT - November 2003 to March 2004 - Internship - Marseilles - France

Medorient is a forwarding agent providing its customers total logistic solutions, taking care of every international transportation aspects (clearance, quotations, and administrative documents)

SKILLS

Program Management

- Project Portfolio Management 
- Project Planning 
- Project Coordination 
- Strategic planning 
- Analytics 
- Technical Recruiting 
- Project engineering 

Strategic Partnerships Management

- Strategic Partnerships
- Contract Negotiation
- Strategic Communications
- Partners identification
- Networking



IT

- SQL
- Google Apps Script
- Google APIs
- HTML / CSS
- Android
- JavaScript
- Python



Languages

- French: native
- Italian: fluent
- English : fluent
- Spanish: intermediate
- Brazilian Portuguese: beginner



INTERESTS

Arts

- Photography
- Knitting
- Sewing

Associative

- Animal welfare (foster family)
- Animal rights

Literature

Reading

Travel

- Discover cultures
- Gastronomy
- Diving

Sports

- Dance (Rock, Jive, Modern Jazz and Latin)
- Scuba diving

Passion for...

- Travels
- New technologies
- Networking
- Classic cars (rallies, exhibitions, contests)
- Music
- Photography
- And cats (I'm a foster mum)

Master of Science (M.Sc.) in Management

KEDGE BUSINESS SCHOOL

September 2005 to June 2009

Major in Global IT Project Management

Dual degree Master in Management "Grandes Ecoles" + M.Sc. Global Management & IT

Activities and societies: Kedge Alumni Association, Euromed Club in NYC
Activities and societies: Kedge Alumni Association, Euromed Club in NYC

Skills: IT Project & Program Management · International Project Management · International Business Development · Strategy

Grade: with honors

Associate of Science (A.Sc.) in Logistics & Supply chain

LYCÉE PÉRIER

September 2003 to June 2005

Major: logistics & supply chain

Scientific High School diploma

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September 2001 to June 2002

Major: physics