

Accompanying and leading strong strategic and operational challenges when in-depth understanding of the environment is critical

*I am profoundly convinced that to control our destiny,
we must have adapted and differentiating
value propositions*

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2021-2023 CMA CGM

Global player in sea, land, air, and logistics solutions.
150k employees, 160 countries, €74.5B turnover in 2022

The group's issues :

- Differentiate through customer intimacy
- Facilitating interactions to develop operational excellence
- Factualizing information in a VUCA world

The Data Office team's challenges :

- Promote Data acculturation in the company
- Digitalize practices
- Balancing short-term value creation and long-term foundations

Global Head of Data

a 120 strong team, budget : €13M

Turn Data as a business asset, the group's common language to support interactions, transform business and unlock new capabilities

Some actions :

- Implement a new data governance framework turning ops teams in active players to ensure Data excellence
- Adopt a data-centric approach to drive business value creation through cross-functional mobilization
- Animate end-to-end Data value chain to optimize mobilization of resources, modernize our IS and take advantage of new capabilities (AI, AI gen, ML...)

2010-2021 Somfy group

World leader in building automation industry
6500 employees, 58 countries, €1.2B turnover in 2020

The group's issues:

- Maintaining a position of leadership
- Succeed in your digital transformation
- Developing customer & end user intimacy

The Market Intelligence & Data teams' challenges:

- Understand strategic levers
- Turn insights into acts
- Set up data as a value-creating asset for the business lines

Market Intelligence leader & Data Governance Manager

Strategic committee members

12 direct reports, budget: €900k

Manage information and data as strategic levers for operational excellence and value creation with business lines

Some actions :

- Reposition offers and brands in line with the strategic intent based on market insights (gaining 4pt of market share without loss of profitability in 2 years)
- Agile governance animation to meet specific requirements and insure global consistency
- Steering the alignment between data models, the information system urbanisation and business processes

2008-2010 Help Management

Consulting company, intelligence and knowledge management
6 employees, €1m of turnover in 2010

Customers' issues :

- Differentiate themselves
- Transform business models
- Feed decision making processes

The position challenges :

- Identify strategic and operational issues
- Enable decision-makers to ask themselves the right questions
- Put in place monitoring process

Consultant

Identify the clients' issues and horizon scan their environment to promote decision-making and support change

A few missions:

- Orange Healthcare, detecting the emergence of usages that could lead to the development of e-health solutions (6 themes under surveillance)
- Virbac, defining the commercial policy for 'over the counter' sales at the veterinarians (market-oriented design)
- IFP, French Petroleum Institute, turning a documentation centre into a strategic intelligence unit for decision makers

2008 Porcher industries

Technical materials specialist

2200 employees, €300m turnover in 2008

The company's issues :

- Define the group's mission
- Ensure the family succession
- Redeploy the commercial effort

The position challenges :

- Develop market understanding
- Support strategic thinking
- Support business development

Advisory Mission

Use market and customer knowledge to transform the organization*Some actions :*

- Coordination of competitive and patent monitoring plans for the five business areas
- Definition of the uniqueness of the offer of the different business units on the basis of sectorial studies
- Implementing partnerships with key accounts by defining shared common goals, 45% of revenues

2006-2008 Partenariat Métis

Consortium, incubator for R&D projects in link with global innovation clusters

3 employees, budget: €1m

The members' stakes:

- Strengthen competitiveness through innovation
- Facilitate synergies with CEA Grenoble
- Anticipate future value propositions

The position challenge :

- Formulate the strategic intent of the parties
- Ensure the monitoring of key themes
- Identify and evaluate the business potential of projects

Business Intelligence Manager

Turn innovation into a competitive advantage that creates value*Some actions :*

- Determination of the common and specific challenges of the consortium members: Sofileta, Arjowiggins, Hermès HTH, Thuasne, Rexor and the CEA as a partner
- Assessment of the value creation potential of the projects, a project portfolio of €23m
- Coordination of horizon scanning in collaboration with the CEA, budget: €200k

2003-2005 ABX logistics, Lyon St Priest branch

National logistics and courier group

Business challenges:

- Secure external growth
- To differentiate oneself in a competitive sector
- Ensure the profitability of the South-East platform (1/3 of the group's turnover)

The position's challenge :

- Mobilise the teams
- Restructuring operations
- Restore the profitability of the profit centre

Business Unit manager

Logistic hub for the South-East of France and Lyon branch

100 people working in 3 shifts, €17m turnover in 2004

Engage people in a transformation project*Some actions :*

- Mobilisation of management to restore the service rate (effect: +30% of transit delivered by the network in 2004)
- Business development with local key accounts by setting up a personalised customer relationship (turnover: +10% in 2004)
- Net result: from -7% to +2% in 2 years

1997-2002 French army

6°RG (Marine Troops) and 2°REG (Foreign Legion)

Stakes of the institution :

- To ensure the protection of French interests
- Meet France's commitments
- Participate in public service missions

Challenges of the position :

- Conducting missions with strong strategic and operational stakes
- To discern in the complexity
- Embody the mission

Commissioned Officer

Platoon commander

Plan, organise and lead missions in France and in foreign operations theatres (Bosnia 2001-2002)*Typical missions carried out :*

- Management of demining sites
- Field reconnaissance to secure decisions
- Peace enforcement
- Management of infrastructure reconstruction sites in challenging situations (post-war or natural disasters)

Formation

2005-2006

1999-2000

1992-1996

Master degree in **intelligence** and knowledge management – Aix Marseille III

Officer training – Ecole Supérieure et d'Application du Génie

Business school - IDRAC Lyon