



Catherine PETIT
CEO / COO / GM / CSO & TRANSITION

55 years old - Driving License
 - TOTAL MOBILITY

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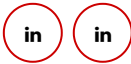
Business administration - Business Unit

Business development

Operational management

Supply Chain - Purchases - Transports

Resource management - Continuous improvement - Lean management



✓ CAREER SUMMARY

- LOGISTICS more than 17 years of experience
- BUSINESS ADMINISTRATION more than 13 years of experience

⋮ PROFESSIONAL CURRICULUM

30 years of experience including more than 11 years in management positions (COO - CSO - CFO - CIO - HR Dir - Dept - BU).
 Experience acquired in major international groups and SMEs in France and abroad.
 Zones: Africa / Europe / DOM-TOM / Overseas / France

⋮ SOME SUCCESS

- ▶ Development and implementation of cost accounting by line of business
- ▶ Creation of an internal unit for centralized purchasing and logistics management
- ▶ Creation of a personalized and ethnic commercial management
- ▶ Creation of an Asian import line (freshwater and seawater fish, invertebrates, living rocks, etc.) & Development of pet store department

⋮ SKILLS

- ▶ Manage and develop the business, administer
- ▶ Define and describe the operational objectives
- ▶ Federate and organize the multi-service activity
- ▶ Make projects profitable, prospect, negotiate
- ▶ Driving change, transversal actions, project management
- ▶ ISO 9001 quality system
- ▶ Human resources

⋮ CHARACTER TRAITS

- ▶ Performance oriented and results, rigorous
- ▶ Leader, enterprising, enthusiastic, passionate, communicating
- ▶ Synthetic, organized, decision-making,
- ▶ Involved, curious, emotional intelligence

✓ TRAINING

- 2014 - FINANCE
 "Measure and pilot the value creation of your business"
 OB & A Caledonia (HEC Paris Delegate)
- 2013 - VOLTAIRE CERTIFICATION
 Professional level
 Certification in spelling - French language
- 2012 - QUALITY
 "The business organization according to ISO 9001"
 Quality Institute (DNV representative)
- 2011 - MANAGEMENT-MANAGEMENT
 "Management and management"
 Manager-positive

✓ CENTERS OF INTEREST

- Nature: passion for walking and horseback riding to fully enjoy the wilderness
- Travels, stays, tourism: Thirst for personal enrichment and meetings of new cultures
- Motor sports: preparation, anticipation, concentration, mental and mastery

⋮ MOBILITY

International

⋮ TYPES OF CONTRACT

Freelance - Full-time - Fixed-term and partnership

|| Skills

FIELDS OF EXPERTISE

- ▶ LOGISTICS (international maritime, air and express freight, customs, road transport, logistics, purchasing, stock management (dry and bonded), performance management (continuous improvement), operational management, project and resources management, process, flow organization, risk prevention, legislation, data management, planning, etc.)

- ▶ BUSINESS ADMINISTRATION (development, management, HR, administrative and financial management, commercial, definition and monitoring of objectives, definition and application of action plans, continuous improvement of processes, internal control: tools, indicators, quality, inventories, customer risk management, etc.)
- ▶ COMMERCIAL (business processes)
- ▶ ADMINISTRATIVE AND FINANCIAL (management, audit and controlling)
- ▶ LEGAL guarantee of the respect of the legislation (French transport law, labour law, commercial law)

DEVELOPMENT STRATEGY

- ▶ Complex information gathering (trades, processes and organizational structures)
- ▶ Implementation a relevant watch
- ▶ Complex synthesis of data
- ▶ Market analysis, situation, audit
- ▶ Strategy development adapted to quantitative and qualitative objectives
- ▶ Implementation adapted planning (planning adapted to the requirements of the company, technical means and human resources)
- ▶ Budgeting (preparation of a forecast defining the financial means necessary to achieve the objectives according to the priorities defined)

MANAGEMENT

- ▶ Federation and team motivation
- ▶ Change management, delegation
- ▶ Distribution and coordination of informations to the different services, communication (listening and speaking)
- ▶ Organization / Evaluation and performance management
- ▶ Recruitment / Hiring / Loyalty

STEERING

- ▶ Definition of relevant performance indicators
- ▶ Management of the activity (four main lines : management responsibility, quality system, processes and continuous improvement)
- ▶ Scoreboards construction and analysis, reporting (gaps measurement)
- ▶ Design and implementation of corrective measures
- ▶ Development of continuous improvement procedures (operating procedures, solutions integration to ongoing procedures)

OTHER FIELDS OF SKILLS

- ▶ Computing : Control of the pack Office - ACCESS - EBP - SATELLIT - WINDEV - ERP
- ▶ IT environment : PC - MACINTOSH - AS400 - GIGAX CPT400 - SERIE M - XL COMPTA
- ▶ Languages : SPANISH (entry level) - ENGLISH read and written - spoken intermediate level A2 (TOEFL preparation in progress)

PROFESSIONAL CAREER SUMMARY - From 1987 to 2019

- ▶ Freelance - Consultant mission - Sub-Saharan Africa 2019
CITLAND INTERNATIONAL Burkina Faso (Audit purchasing-selling-accounting)
- ▶ Department and General Direction - Reunion Island / New Caledonia 2001-2015
 - ▶ GIIC - Industrial Insulation Group Caledonia (Group CFO)
 - ▶ A2EP Roche / ADNord (CFO)
 - ▶ RES DEVELOPMENT O.I. (SCM)
 - ▶ SNL - Subsidiary of RHODANIENNE DE TRANSIT Group (Deputy Director)
- ▶ Attaché of the general direction - France / Réunion Island 1993-2001
 - ▶ SOLIPAG - Subsidiary of ROUGIE BIZAC INTERNATIONAL Group
 - ▶ PRODIS "Point Vert" - Subsidiary of the QUARTIER FRANÇAIS Group
 - ▶ CILAM-Subsidiary of the BOURBON Group
 - ▶ COVINO - Subsidiary of the CASTEL FRÈRES Group
 - ▶ CADOR SARL - FORD official representative
- ▶ Import-Export Sales Manager - Reunion / Mayotte 1987-1993
 - ▶ SCAC REUNION - Subsidiary of BOLLORE Group (LCL Manager)
 - ▶ PKOI - Subsidiary of MATRAMA France Group (Manager)

Freelance consultant

CITLAND International - February 2019 to April 2019



CITLAND International - Mining supplies from source to destination - 6 Companies - 100 Employees

Direct management of 8 operational
Mining sectors - Trade and Transport-Logistics

Forecasted financials 2019 1.7M€

In charge of the audit (purchase-sale-accounting) of the head office dedicated to guarantee the performance and the stability of the company and its subsidiaries in the respect of the legal contextual requirements and the internal procedures - Supervision of the implementation of the commercial and accounting management software - Participation in the management of the company (CODIR)

- ° Analysis of the strengths and weaknesses of the company in all its dimensions: size, distribution of work, information and communication circuit, number of hierarchical levels, procedures and rules to make activities work, etc. based on the QOQCCP methodology - Inventory of events preventing the achievement of objectives, measurement of their probability of occurrence and their impact - Social audit of sales department (compliance-effectiveness-strategic)
- ° Supervision of the implementation of the commercial and accounting management software (headquarters and subsidiaries) - Conduct of the change - Codification of the article database - Resumption of data on excel basis.
- ° Management of commercial activities and dynamism (CSO) and outsourced logistic activity (CEO CITLOG) - Reorganization, innovation and development of the commercial activity - Creation of logistic partnerships - Organization, control, optimization and monitoring of the management of stocks (internal-external (customers) and under-customs) - Development of customer satisfaction on the basis of quality management ISO 9001

Chief Financial Officer (CFO) Group

GIIC Groupe Isolation Industriel Calédonie - 2014 to 2015 - Full-time -
Noumea - New Caledonia



Group Industrial Insulation Caledonia - Administrative and financial coordination of the 5 group
companies - 80 employees without expatriates

Direct management of 5 operational
Revenues 2014 cumulative 11.6M€

In charge of the administrative, financial and human supervision and guarantee of compliance with
financial, tax and commercial regulations in an international context

- ° Implementation of the entire information structure with the hierarchy, financial reviews and activity reports
- ° Complete overhaul of the cost accounting process : monitoring activity by company, optimizing the fluidity of the information system, creating monthly reporting, controlling billing rates

Chief Financial Officer (CFO) & Quality Manager ISO 9001

A2EP Norda Stelo / ADNord - 2011 to 2014 - Full-time - Nouméa - New Caledonia



Groupe NORDA STELO Québec - Administrative and financial coordination of the 2 local companies -
60 employees

Direct management of 5 operational
Revenues 2013 cumulative 6.6M€

Responsible the proper administrative and financial functioning of all the companies, the
management system by the quality ISO 9001 and the maintenance of certification

- ° Organizational structuring of the administrative and financial department around the production of the reporting : decrease the costs of structure, management of weekly cash flow and daily follow-up, creation of account term deposit
- ° Preparation and complete administration of the cost accounting process : monthly results by business line facilitating decision-making
- ° Implementation and management of production stocks by business deal : improved results and balance sheet
- ° Overhaul of billing schedule : optimization of receipts, payments and recoveries
- ° Improvement of the relevance of indicators related to the quality system : progress of internal audits, continuous improvement of the quality system

Director S.C.M - Management of the supply chain

Groupe BTP - 2008 to 2011 - Full-time - Le Port - Réunion



Group BTP (BUILDING AND CIVIL ENGINEERING WORKS) RES DEVELOPMENT O.I.
5 companies (Reunion island and Mayotte) - 350 employees

Direct management of 4 operational
Revenues 2011 cumulative 56M€

In charge of coordinating and managing end-to-end flows by considering all types of flows (products, information and finance). Deadlines management. Cost containment. Compliance implementation. Development of exchanges at national and international level.

- ° 25 M€ of the annual purchases among which 30 % make profitable at 19 % of average
- ° Management and profit optimization of 140 TEU (twenty-foot equivalent unit) annual except conventional, export, aerial and express
- ° Development and implementation of a internal central purchasing and logistics (12 % of gains the first year on a volume of purchases of approximately 13 M€)
- ° Optimization of stocks and local purchases mainly by the negotiation of returnable stocks

Deputy director (Head of Administration and Finance / Information System Manager)



SNL - 2001 to 2008 - Full-time - Le Port - Réunion

SNL - Maritime and air Import / export - Filial of the Group RDT-Rhodanienne De Transit (Europe-Asia-South Africa-Indian Ocean)
3 local Subsidiaries - 35 employees

In charge of managing and coordinating the administrative and financial tasks of the structures. Ensures compliance with commercial budgets and their follow-up. Management of subcontracts and agreements to ensure their compliance in the legislative and / or regulatory framework.

- ° Implementation of a procedure for customer settlements and automatic billing of late payment interest : optimization of settlement period and recoveries, capping of outstanding customer loans to 2M€
- ° Improvement of the process of monitoring and billing: 30-day reduction in customer payment deadlines and gradual decrease in unbilled folders
- ° Improvement in the control of outstandings and the distribution of purchases: progress in the profitability of folders (6% on average over the last 3 years)
- ° External Representation: Freight Forwarders Union and office of collaborative implementation of CCS AP+ system to Port Réunion