

MARINE PROJECT DEVELOPER

PERSONAL PARTICULAR

Name : Guillaume Vichot

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Email : vichotg@proponant.com

Gender : Male

Gender : French

Marital Status : Married

Language : English (Fluent written and spoken)
French (Fluent written and spoken)
German (Entry Level)
Bahasa Indonesia (Entry Level)

Skills : - Technical undermining in the bud phase
- Operational, contractual, financial and administrative management of projects
- Risk management (threats and opportunities) linked to contractual commitments.
- Preparing, negotiating and securing contracts and amendments.
- Contract analysis, preparation of correspondence with customers, subcontractors and suppliers.
- Claim Management
- Customer Relationship Management

QUALIFICATIONS

AUDENCIA Business School - Nantes, France

Executive MBA

PMP Certification

Project Management Institute (USA)

ENSTA Bretagne - France

Engineering Master's Degree – Naval Architecture & Offshore Engineering

ECAM Rennes - France

Engineering Master's Degree – Computer Science, Mechanics, Automation

SOFTWARE

- Microsoft Office
- Microsoft Project
- Engineering Softwares

CERTIFICATION

- 2020 - 2023**
- Ticket for Change – Nantes, France**
- Volunteer Connector**
- Promotion of activities with a positive impact - business-oriented
 - Organisation of a certification training program (in partnership with Audencia) and thematic conferences
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- 2012 - 2017**
- ENSTA Bretagne - France**
- Vice-President – Civil Division
- Organisation of alumni and student networking events.

WORKING EXPERIENCE

<p>Since June 2015</p>	<p><u>PROPONANT – Consulting Company, France</u></p> <p>Manager</p> <ul style="list-style-type: none"> • Preparation and management of civil and defense technical projects for French and international customers. • Management of internal and external project teams. • Structuring innovative solutions in line with the SDGs, followed by commercial development in France and abroad. <p>Significant customers:</p> <ul style="list-style-type: none"> - TECHNIP, EXAIL, ALTEN SA, CDPQi, SABELLA, FORSSEA. <p>Significant assignments:</p> <ul style="list-style-type: none"> - Preparation and management of EPC contracts for an offshore project with 3 European companies, - Negotiation and management of marine EPCI contracts with international customers (Malaysia, Indonesia, Canada).
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	<p>Main technical areas:</p> <ul style="list-style-type: none"> - Marine engineering, Civil engineering, Composite materials, Signal
<p>Since March 2020</p>	<p><u>OPPY International – Consulting Company, France</u></p> <p>Manager</p> <ul style="list-style-type: none"> • Preparation and management of civil and defense technical projects for French and international customers. • Management of internal and external project teams. • Structuring innovative solutions in line with the SDGs, followed by commercial development in France and abroad. <p>Significant customers:</p> <ul style="list-style-type: none"> - TECHNIP, EXAIL, ALTEN SA, CDPQi, SABELLA, FORSSEA. <p>Significant assignments:</p> <ul style="list-style-type: none"> - Preparation and management of EPC contracts for an offshore project with 3 European companies, - Negotiation and management of marine EPCI contracts with international customers (Malaysia, Indonesia, Canada). <p>Main technical areas:</p> <ul style="list-style-type: none"> - Marine engineering, Civil engineering, Composite materials, Signal
<p>Mar 2020 – Nov 2023</p>	<p><u>SEMEURS D’IMPACT – Consulting Company, France</u></p> <p>Manager</p> <ul style="list-style-type: none"> • Preparation and management of civil and defense technical projects for French and international customers. • Management of internal and external project teams. • Structuring innovative solutions in line with the SDGs, followed by commercial development in France and abroad. <p>Significant customers:</p>

	<ul style="list-style-type: none"> - TECHNIP, EXAIL, ALTEN SA, CDPQi, SABELLA, FORSSEA... <p>Significant assignments:</p> <ul style="list-style-type: none"> - Preparation and management of EPC contracts for an offshore project with 3 European companies, - Negotiation and management of marine EPCI contracts with international customers (Malaysia, Indonesia, Canada). <p>Main technical areas:</p> <ul style="list-style-type: none"> - Marine engineering, Civil engineering, Composite materials, Signal
<p>Sep 2013 – Jun 2014</p>	<p><u>PM Campus (USA/Canada), France</u></p> <p>Freelance Educational Engineering</p> <ul style="list-style-type: none"> • Piloting the production of an eBook to prepare for PMI certification®. - Management of the team divided between the West Coast, East Coast and Europe
<p>Oct 2010 – Aug 2013</p>	<p><u>Naval Group (Ex DCNS) – Naval Defense Industry, France</u></p> <p>ToT Projects Manager</p> <ul style="list-style-type: none"> • Construction and operational management of technology transfer programs for the Group's foreign customers and partners. <p>Main technical areas:</p> <ul style="list-style-type: none"> - Design, construction and maintenance processes for naval systems <p>Main customers:</p> <ul style="list-style-type: none"> - Chile, Russia, Malaysia <ul style="list-style-type: none"> • Definition and implementation of the "DCNS Training School" digital training environment.

	<p>Main technical areas:</p> <ul style="list-style-type: none"> - Learning Management System, Virtual reality, Augmented reality - Negotiation and implementation of framework agreements with key partners (public or private)
<p>Sep 2005 – Oct 2010</p>	<p><u>Naval Group (Ex DCNS) – Naval Defense Industry, France</u></p> <p>Team Manager</p> <ul style="list-style-type: none"> • Structuring, coordinating and developing a 15-strong engineering department <p>Main activities:</p> <ul style="list-style-type: none"> - Sourcing, negotiating and contracting department projects with internal customers, - Crew management and skills development, - Developing tools and capitalizing on know-how <p>Main technical areas:</p> <ul style="list-style-type: none"> - Marine Engineering, Shipbuilding, Civil Engineering, Nuclear Engineering, Image Processing and 3D Design <p>Main customers:</p> <ul style="list-style-type: none"> - France, Australia, Poland, India, Argentina <p>Annual sales:</p> <ul style="list-style-type: none"> - 1.5 M (representing 40% of the department's sales, impact +25% over 5 years)
<p>Mar 2004 – Nov 2005</p>	<p><u>Naval Group (Ex DCNS) – Naval Defense Industry, France</u></p> <p>Work-Package Manager</p> <ul style="list-style-type: none"> • Supervision of detailed system integration activities, work preparation and support for fitters - Contract management and negotiation of change orders with internal customers - Management of a team of 30 people on two remote sites