

Corentin GRENIER

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PROFESSIONAL SUMMARY

A problem-solving **Leader** with **6 years of international experience** in **Naval and Energy** Industries as Business & Strategy Analyst, Business Development Manager and Project Engineer. A **trilingual** specialist with **leadership skills** in **building strong relationships, driving sales & marketing business, negotiating** with different cultures and nationalities, **managing teams** and coordinating multicultural projects. A **quick learner with fast adaptation skills** through work experience in 4 countries with an **MSc in Offshore Engineering** and a **Global MBA** focusing on **Client satisfaction and Project success**.

Areas of professional expertise:

- **Driving Sales & Marketing Operations**
- **Business Strategy and Data Analysis**
- **Key Account Management**
- **Analytical & Quick-Learning Skills**
- **Supply Chain Management**
- **International and Intercultural Negotiation**

PROFESSIONAL SKILLS DEMONSTRATED

PHARE-INNOV – FRANCE

March 2020 – September 2020

Senior Business Consultant – New Markets

Phare-Innov is a Management & Transformation consulting start-up specialized in Defense and Security sectors.

- **Analyzed** new markets developments producing “Go-to-Market” strategy with thorough analysis of Phare-Innov Unique Value Proposition.
- **Business Development:** In charge of prospecting and meeting new clients within the Energy and Digital as well as qualifying their needs and promoting Phare-Innov expertise.
- **Strategy Analysis:** Aligned and adapted Phare-Innov strategy in relation with Covid-19 providing recommendation to CEO.

IMODCO part of SBM OFFSHORE Group – MONACO

May 2019 – September 2019

SBM Offshore is a leader in floating production and mooring systems (FPSO) employing over 7000 people throughout the world. €2Bn Revenues in 2018.

Business and Strategy Analyst – MBA full-time Job Project

- **Acted as Strategy Consultant** performing Data and Sales Analysis review of new build and aftersales activities performed by Imodco in a World level
- **Drove Business Intelligence and digitalization initiative** using Tableau Software for creation of Dashboard and visualization in order to simplify decision making process of Head of Department
- **Strategy and in-depth Competition Analysis** using Porter’s five forces, Blue Ocean strategy review and defining new mission and vision
- **Key Success: Implementation of Business Intelligence Solutions and automatized control of KPIs; Fasten decision process by 33%**

VULCAIN ENGINEERING Group – Bristol, UNITED KINGDOM

April 2016 – September 2018

An international consulting and engineering company with +1000 employees and €100M revenues specialized in Energy and Environment sector.

Business Development Manager UK – Hinkley Point C

- **Led** all the new business activities of Vulcain in the UK from scratch as an Intrapreneur for Vulcain group.
- **Marketed** new value proposition proposals on synergies created across the group (China, France, Finland, UK)
- **Coordinated the local team** (Finance, Accounting, Recruitment, Training)
- **Interface Management** for all activities of the group on **Hinkley Point C project** (24bn€):
 - **Led business and technical offer** on UK capabilities (Codes & Standard, UK Project Management, Local content) - **Coordinate team** in France/China/Finland on this topic.
 - **Identified needs** of EDF – Major Electricity provider - and their supplier during every EPCC (Engineering, Procurement, Construction and Commissioning stage).
 - **Supported “non-British companies”** in the understanding of the “UK context” and **to meet expectations** of regulatory organization including nuclear norms applied in the UK.
- **Key Success: Won First** Framework Contracts (£1M) with Owners (EDF and CGN)

VULCAIN ENGINEERING Group – Neuilly-Sur-Seine, FRANCE

March 2014 – April 2016

Key Account Manager

- **Business development**, in charge of France and International development with new clients and reinforcing development with current clients in **Marine Renewable Energy and Naval sectors** starting **from scratch**.
- **Managed Key Account clients**: Naval Group, Sofresid, STX, Principia, Bureau Veritas.
- **Management and negotiating** offers, contracts and purchase orders
- **Interviewed and recruited** new technical consultants
- **Managed consultants**, following their career and supporting them in order to reach their goal.
- **Key Success**: Built from scratch and Managed a team of 20+ consultants; Revenues 2015: €2.2M; Margin: €700K.

CÔTES D’ARMOR DEVELOPPEMENT – Saint-Brieuc, FRANCE

March 2013 – December 2013

Project Engineer – Offshore Windfarm Project of Saint-Brieuc

VOLUNTEERING & ENERGY COMPETITION CASE

Duke Energy Competition 2019: 2019 Energy in Emerging markets case competition –

Main à la Pâte – Teacher – 2010 - 2013: Taught courses in elementary schools on engineering topics such as Global Energy and Renewable Energy – Voluntarism.

EDUCATION

MOOC: Energy Markets of Today. DELFT University of Technology – June 2020

Global MBA (Finance, Strategy, Data Analysis). EDHEC Business School (Nice, FRANCE) – February 2020

Master of Science - MSc Naval Architecture & Offshore Engineering. ENSTA Bretagne (Brest, FRANCE) – 2013

A-Levels equivalent – Deutsch-Französische Gymnasium (Munich, GERMANY) – 2008

OTHER RELEVANT INFORMATION

Languages: French (Native), German (Fluent), English (Fluent), Dutch (Beginner)

Computer skills: MS Excel, Tableau Software, MS Project, Planisware, Catia V5, Salesforce, PowerPoint,

Sports: Fencing (individual and team competition), Running (Marathon), Rugby, Kitesurfing, Sailing

Interests: International Cultures, New Technologies, Renewable Energy, Defense