

**SAMUEL
GOUJON**
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EXPERIENCE

September 2014 — June 2016
2 years

GBooking (Skolkovo resident startup), Paris, France

Head of Business Development — France

- Business development in France and remote team collaboration
- **Growth** and user acquisition **strategies**
- **User Experience** and Product management
- Analytics monitoring and reporting

August 2012 — September 2013
1 year

Apple, Luxembourg

iTunes Label Relations

- Securing high quality content and delivering assets for content promotions, and day to day administrative support
- Providing **research** and **analysis** data to launch plans and promotions
- Communicating with content providers
- Seeking internal approvals as needed prior to contract execution

July — June 2012
6 months

L'Oréal, Paris, France

Assistant **Project Manager**

- Worked in the Information Systems department for **Business Intelligence**
- Developed a scope statement for Supply Chain Management
- Provided functional and detailed design specifications
- Documented the **SAP** WM system that served as source for the Data warehouse

August — November 2010
4 months

UBS Investment Bank, Zurich, Switzerland

Linux Software Developer

- Identified, documented, and ported a large collection of UNIX and database applications from the Solaris platform to Red Hat Linux
- Conducted business and technical analysis of reports and database utilities to determine business need and best implementation choice
- Implemented a High Availability / Disaster Recovery strategy for **Korn shell scripts**
- Created, tested and deployed SAP **BusinessObjects** reports

March — August 2009
6 months

IMS Health, London, United Kingdom

Junior **Business Systems Analyst**

- Worked in a global team responsible for Business Intelligence across operations in 110 countries
- Configuration and administration of **Salesforce.com CRM** system
- ETL development for data qualities improvement and **reporting** functionalities using **SQL Server Integration Services**
- Visualforce and Apex code development on the Salesforce.com SaaS platform

SKILLS

Analysis

- Data analysis
- SEO
- Email & Ads
- Graphics

SQL, Excel, Google Analytics
Landing Page Management, Growth Hacking
Email marketing, A/B Testing
UI/UX, Inkscape (~ Illustrator), GIMP (~ Photoshop)

Technical

- Web development
- Operating & Tracking systems
- Cloud platform

HTML5, CSS3, Bootstrap, JavaScript, MediaWiki, Drupal
UNIX, Mac OS X, Linux, Git, Shell script, Jira
AWS

French	Native
English	Advanced
Russian	Beginner
Spanish	Beginner

EDUCATION

2010

Advanced Master in Open Source and Standard technologies
École Centrale Paris

2009

Engineer's degree (5 years Master's degree) in Information Technology
EFREI — École Française d'Électronique et d'Informatique

INTERESTS

Technology

Bitcoin, Digital Disruption, Sharing Economy

Social

Social Media, Mapping, Active contributor to Wikipedia

Cinema

Screenplay Writing

Music

Drums, Piano