

**SAMUEL  
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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, WordPress, 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

### Music & Cinema

Drums, Piano, Screenplay Writing