

Greg (Grégoire) AGOSTINI

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EDUCATION

- 2009-2010 **Master of Commerce at University of New South Wales, Sydney:**
(Negotiation 83%; Cross-Cultural Management 78%; Global Business Strategy & Management 85%)
Major in International Business
- 2004-2008 **Bachelor of Arts at Westminster University, London:**
Major in European Management
- Bachelor at Euromed Marseille School of Management:**
Major in European Management
- After graduating my French Baccalaureate (HSC) in Economy, I successfully completed two Bachelor degrees of Management at both Westminster University in London and Euromed Management in Marseille.*
- 2004 **French Baccalaureate (HSC) in Economy, Bordeaux.**
There are three possible specialisations: Literature, Science and Economy. I specialised in economy because of my interest in the discipline.

EMPLOYMENT HISTORY

- Jan-Jun 2008 **Project Manager at BabyWelcome/Fargo Group, Shanghai:**
- Role: Implemented a system to increase quantity and quality of data collected from Chinese mothers in hospitals and maternities (those data being later on sold to client companies for marketing and communication purposes).
- Created, supervised and managed an incentive test designed to improve data collection offering Chinese mothers free gifts and/or a free participation to a lottery in exchange of highly qualified personal data.
 - 4000 baby boxes have been delivered to 30 hospitals in 4 different Chinese cities: Shanghai, Beijing, Guangzhou and Shenzhen.
 - Generated and renewed contracts with Chinese hospitals and maternities to accept to accept the "Baby-Box System". I successfully renewed tow hospitals and sign a new one in one month.
 - Created and supervised a marketing action (the "Nurse Festival") to enhance and develop our relationships with nurses (nurses being crucial elements in the data collection). The event consisted in offering free beauty and health care products.
 - Followed on request specific client files for Customer Management needs (enquiry, negotiation)
 - Ordered, negotiated and compared suppliers' offers to produce different elements of the Baby Box System (Cardboards and so forth).
- Jan-Jun 2006 **Communication Manager Assistant at PriceWaterhouseCoopers, Paris:**
- Role: Served as a communication manager assistant to develop and support PwC France's national communication at both intra-firm and extra-firm level.
- Intra-Firm level:**
- Edited daily a press review sum-upping key economic and business events from the major national and international papers for internal usage (distributed to partners and managers)

- Edited and wrote the Press page of the PwC France’s internal monthly journal
- Created and supervised the annual meeting for PwC ‘s communication and marketing service in a form of dinner for the whole division (partners included) preceded by a go-kart competition.
- Supported and helped organize the “PwC Campus Quizz Final” event, designed to generate and sustain good relationships with the best French business schools and universities.
- Surveyed and analysed competitors and their communication.

Extra-firm level:

- Generated, maximized and controlled PwC media visibility by generating interviews, press releases and so forth with PwC’s experts on key subjects (e.g.: deontology code).
- Managed and organized the translation and adaptation of PwC’s world survey on sustainable development into a book for the French market release (PwC Guide for Sustainability).
- Prospected, negotiated and acquired data mining software to support journalistic communication.
- Supported and actively participated in the organisation of the gigantic event “PwC Bercy 2006” that gathered all of PwC French collaborators (3500 persons) and prestigious professionals such as Michel Pébereau CEO of the BNP Parisbas Bank.

2000-2011

Part Time Jobs

While studying in order to develop concrete work experience and to make money to support my travels and projects, I have been undertaking various part time jobs since I was fourteen years old:

- Fundraiser for Public Outreach in Sydney since 25th of July 2011
- Commercial Assistant at French bank “Caisse d’Epargne” in July 2007
- Commercial Assistant at French bank “Caisse d’Epargne” in July 2006
- Warehouseman at C.Discount in February 2011 and February-June 2009
- August 2007: Grape harvest and chain-handling for bottle filling at Château Fonréaud and in 2003 at Châteaux « Terre-Roteboeuf » and « Roc de Cambe » Castels (St Emilions)
- Cook at Cap-Férret restaurant “Côte Ouest” in August 2002
- Library Assistant at Landwell in July 2000

KEY SKILLS

Languages

Fluent English: Bachelor at Westminster University + Master of Commerce at UNSW + Six months working in Shanghai.

Fluent French: Mother language

Computing

- Proficient with the “**Office Pack**”: Word, Excel, Power-Point, Access, Internet and so on.

- **Video** Edition: I created, shot and edited from A to Z 8 movies of 45-50 minutes and a dozen of small videos with Adobe Premiere Pro and Movie Maker.

- **Picture/Design:** Self taught with “The GIMP” and “Photoshop” software for punctual needs (presentations and so forth)

- **Audio:** Created, wrote, recorded and edited a song with Cool Edit Pro

- **Internet:** Notions of XHTML and CSS code and I have my own blog and YouTube channel.

- Negotiation** I am passionate and very effective in the art of convincing people which is expressed in my education through the high marks I get in the different negotiation courses I undertook such as the 83% final mark in my “Negotiation Skills” module at UNSW.
I also have successfully applied and implemented my sales and negotiations abilities “on the field” like in my last job in Shanghai for instance where I renewed 2 contracts with Hospitals and signed a new one in just one month when my sales colleagues lost five contracts and didn’t renew nor signed any in the previous six months.
- Teamwork** Due to my studies and my professional path, teamwork has come to represent the majority of my working context which allows me to feel very familiar, comfortable and efficient in such an environment.
I have team-worked in different languages (French, English), I have team-worked in different working contexts (universities and companies), I have team-worked in different countries (France, London, China and Australia) and I obviously team-worked with a very wide range of personalities and cultures.
- Communication** Communication at both the internal and external level is also one of my strongest skills. By using the right communication channel at the right time to the right person I developed strong interpersonal relationships skills at the internal level of a company. And at the external level, my experience as a communication assistant manager at PwC Paris taught me protocols, methodologies and codes to increase my efficiency in that activity. This is illustrated by the increased responsibilities I have been given overtime: responsible of the annual team meeting, interventions into PwC internal journal and so on.
My personality also enables me to be quite comfortable in public which is outlined by the number, length and variety of presentations I have done: 5 presentations up to 1h30 length just during the last semester.

INTERESTS

- Travels:** Jul-Aug 2005: trekking in China and Tibet. Jul-Aug 2006: trekking of one month in a half in Australia. Jul-Aug 2008: trekking of one month in Peru, Bolivia, Chilli and Venezuela.
- Sport:** Licensed scuba diver, Kung-Fu for six years, Tennis for six years, Rugby for two years, Swimming for two years, Snowboard for six years, Wakeboard.
- Humanitarian:** Physical construction of a School building in Bonou, Burkina Faso in 2003.
- General:** Cinema, literature, new technologies, challenges.

REFERENCES AVAILABLE UPON REQUEST