

MALLET DE CHAUNY Thibaut

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PROFESSIONAL EXPERIENCE

BCG **Strategy Consultant**
2005-2009 France

Strategic planning – Energy / Industrial Goods / Telecom

- Assessed industrial power generation (gas turbines, boilers, cogeneration ...) market attractiveness and identified growth opportunities (organic and inorganic) for a heavy industrial equipment manufacturer
- Elaborated strategic and business plan (inc. financial plan) of renewable energies (solar thermal, photovoltaic, heat pump, wood) for the French residential market for a major French power utility
- Developed operating model (organization and incentives) of new growth activities for a European telecom operator

Corporate development – Energy / Telecom

- Identified and screened potential partners (building automation players) to develop an energy efficiency business in 4 European Markets (inc. France) for a major European power utility
- Analyzed growth opportunities, identified and contacted partners, prepared negotiation (inc. valuation, equity structure and term sheet) for the roll-out of a virtual mobile operator in Europe for a major Asian telecom operator

Business transformation – Software / Public services

- Conducted Post-Merger Integration between two major software companies : developed a common go-to-market plan (pricing, coverage model, compensation, organization) leading to significant revenue synergies (80% of total)
- Assisted a French administration with a major transformation project with a focus on the support functions

Capgemini **Senior Consultant, Project Manager**
1997 - 2004 France, US

Business Development - Internal

- Developed new and differentiated IT consulting services offerings that led to 50M€+ sales
- Led and sold IT proposals in various sectors : power utilities, automotive, government, healthcare and banking
- Elaborated business plans for emerging technologies with Capgemini's Chief Technology Officer

Project Management / IT consulting – Utilities / Public services

- Managed implementation of software integration projects for government and utilities, among which the first CRM Portal for the Mid-Market customers of a French power utility
- Managed an industrialization program leading to significant productivity improvements (20%) in IT development
- Carried out IT strategy engagements in: real estate, public services and power utilities

EDUCATION

2004 - 2005	INSEAD , MBA Programme – specialization in Corporate finance	Singapore / France
1996 - 1997	Sussex University , MSc / Knowledge Based Systems (Artificial Intelligence) Published Final Dissertation on agent technology at MEDNET 97 (world congress for the interNET in Medicine)	Brighton, UK
1994 - 1997	Institut Supérieur d'Electronique de Paris , MSc in Information Systems	Paris, France
1994 - 1995	La Sorbonne , Degree in Business Management	Paris, France

LANGUAGES

French (Mother tongue), **English** (Fluent), **Spanish** (Fluent), **German** (Basic)

OTHER EXPERIENCE

2001 - 2002	STO Diffusion - Founder and Co-owner: Export of French Luxury products	Mexico
1992	RACAL RADAR Systems - Internship - Improved design of missile guidance system	Scotland, UK

PERSONAL INTERESTS

Music: Guitar (6 years) and Piano (10 years). Bossa Nova and Jazz.
Travel: organized several group trips while at BCG (Europe) and at INSEAD (Asia)