

Alice BATAILLE

Washington D.C., District of Columbia
Legally authorized to work in the US

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Results-oriented Business Unit Director with recent experience leading French retail giant Carrefour's \$550M gift card business across multiple countries. In that role, I've delivered +30% revenue growth and +50% profit increase while optimizing costs and managing a team. Authorized to work in the US and recently relocated to Washington, D.C., I am looking for a managerial role that leverages strategic planning and team leadership skills and allows me to develop new skills in a dynamic U.S.-based organization.

EXPERIENCES

CARREFOUR – Global retailer (+USD 105bn turnover ~350k employees)

Massy, France

Head of BU – Full time

February 2024 - Present

- Overseeing the gift card P&L of +USD 550M turnover and +USD 16,5M profit
- Optimizing costs while driving growth in the fastest growing BU: +30% in turnover and +50% of profit in ~1.5years
- Managing a team of 5 FTEs and supervising local heads of gift card BU across 8 Carrefour countries
- Negotiating and monitoring a USD 5M global partnership budget in addition to brand investments (USD 2.2M)

Venture Capital Fund Manager – Full time

October 2022 - January 2024

- Launched the first +USD 88M venture capital fund for Carrefour
- Co-lead deal flows (+1500 startups screened) and investment committees (12 investments)
- Ensured synergies between portfolio companies and Carrefour

Executive Graduate Program – Full time

September 2020 - October 2022

Joined Carrefour's prestigious Executive Graduate Program (promotion of 10 out of 1500 candidates), a rotational fast track program in both operational and strategic roles, providing exposure to diverse business functions and leadership challenges

- Managed a flagship supermarket store (turnover of USD 27M - 50 employees)
- Managed part of the pharmacy category (USD 120M turnover)
- Process optimization and cost reduction in a fresh & mechanized warehouse
- Deputy manager of a hypermarket store (turnover USD 70M - 110 employees)
- Performance analysis and improvement strategy development for non-food category in Spain (+15% increase in sales)

MAZARS

Chicago, IL, USA

Junior Auditor – Internship

July 2018 - December 2018

- Conducted inventory audits, document reviews, and interviews within the transportation and industry sectors

YSE

Paris, France

Supply Chain & Product Development Project Manager – Internship

July 2017 - December 2017

- Managed material sourcing and supplying, from prototype to final production for lingerie and swimsuit products

EDUCATION

ESSEC Business School, GPA: 4.0/4.0

Cergy-Pontoise, France

Master's degree, Business Administration and Management – Focus on Fast Moving Consumer Goods

2016 - 2020

Relevant courses: Finance / Strategy / Accounting / Management / Statistics / Supply Chain / Business Law

- Specialized module: "Chaire Grande Consommation" with courses handled by Carrefour, Danone, L'Oréal & Unilever
- Female soccer team: 1st division

Prépa Commercia, GPA: 4.0/4.0

Paris, France

Preparatory Classes for highly competitive entrance exams to top-tier French Business Schools

2013 - 2016

RELEVANT PROJECT & VOLUNTEERING

Auxilia Association

September 2022 - June 2024

Volunteer as a French language teacher for prisoners

Paris, France

Peace Home, Charity Center

August 2019 - December 2019

Volunteer as a help to disabled women

Thrissur, India

A Bras Ouverts (ABO) Association

2017 - 2022

Volunteer as a weekend help to families with a disabled child

Paris, France

SKILLS & INTERESTS

Language: French (Native) / English (Native) / Spanish (Intermediate) / German (Intermediate)

Interests: Triathlon (Deauville x2) / Hiking (GR20, Corsica) / Cycling / Piano (10 years)