

Unit 5 A at Sanguan Sap Mansion
80, 82 Soi Sathorn 9, South Sathorn Road,
Yannawa, Sathorn, Bangkok 10120, Thailand
☎ +66 9 2249 9986 / +33 6 80 47 82 19 **CLEMENT DE FOUCAULD**
✉ c.defoucauld@free.fr
4 January 1988, 35 years old
Driving license



PROFESSIONAL EXPERIENCE

2020-2023 **Key Account Manager:** Thales International (Thailand & Myanmar), Defense (focus Navy) and Civil (focus Air Traffic Management)

*Based in
Thailand*

THALES

- ✓ Managing all aspects of customer relations to develop all the Thales capabilities of the defense and ATM domain with Key Industrial Partners, the relevant ministers (Defense and Transportation) and end user (Royal Thai Navy and Civil Aviation Authority/Air Navigation Service Provider) in order to generate future contracts (up to 80 M. USD)
- ✓ Providing market analysis, competition, business risk and opportunities for company strategy and develops the Key Accounts Plan by identifying the customers organization and decision-making processes
- ✓ Acting as Key contributor to qualify opportunities, defining and implementing winning strategy, with relevant associated action plans in coordination with Exporting units (8 to 10 wins/year)
- ✓ Ensuring customer satisfaction thru-life of systems and project execution (≈4 major programs/year)

2014-2020 **Export Sales Manager then Asia Area Manager:** Thales DMS France, Business Line Intelligence Surveillance and Reconnaissance, focused on Latin America (3.5 years) then Asia (2.5 Years)

*2.5 years
based in
Singapore*

THALES

*3.5 years
based in
France*

- ✓ Promotion and Sales of TDMS' portfolio: Airborne Radars, Mission System, Electronic Warfare and Self-Protection Systems for Mission Aircrafts, Helicopters and Frigates (15 products or systems, 6 main countries in LATAM, then 6 main countries in Asia) – In average 40% time in Business Trip
- ✓ Acting as capture leader by identifying customers' needs and wishes in order to build a competitive and valuable offer (2-50 M.USD) in managing French/UK internal resources from France then remotely from Singapore: engineering, legal, finance, export license, offset. Leading bids from the conception to the closed into force of the contract (10 on-going bids/year)
- ✓ Dealing with international key account customers such as aircraft manufacturer's (AIRBUS, EMBRAER, PT DI), shipyards, local partners as well as all ranks in Air Force, Navy and Army

2012-2014 **Business Development Manager:** Thales Malaysia, Transportation, Telecom and Security (2,5 years)

*Based in
Malaysia*

THALES

- ✓ Participation in answering to transportation tenders (Signalling, telecom, ticketing, C2)
- ✓ Start up and active development of Thales' Security Business Line, mostly on the Critical Infrastructure Protection in Oil&Gas. More than 10 new customers identified and approached
- ✓ Identifying opportunities(4-60 M.USD), building capture plan strategies, working closely with Thales' operations teams in Europe, assisting on constructions and negotiation of commercial agreement
- ✓ Implementation of a strategic partnership with the leading local company in offshore owned by a worldwide holding (13.000 people, 2.4 B.USD)

2010-2011 **Change Management Junior Consultant:** IBM, Customer Generali (part time)

IBM

- ✓ Development and implementation of change management plans for 500 employees

2007-2009 **Marketing Assistant:** Idealwine, Wine E-business and Groupe Emeraude, Casino and hotels

EDUCATIONAL BACKGROUND

2022-2023 Emerging Leader Program – Executive Education: ESSEC Business School, Singapore

2009-2011 Master Degree of Management and new Technology: TELECOM - School of management, Paris, France, an international business school

2006-2009 Bachelor Degree of Marketing and International Affairs: NEGOCIA - Paris, France, an international business school affiliated with the Paris Chamber of Commerce and Industry

2006 Economic and Social high school diploma, mathematical options, "pretty good" awarded

LANGUAGE

French Native Language

English Fluent & Business (Score TOEIC : 825)

Spanish Fluent & Business



SPECIAL SKILLS AND INTERESTS

2022-2023 Leader Defense Group, part of the European Aerospace Committee – FrancoThai Chamber of Commerce (FTCC) and Thai European Business Association (TEBA)

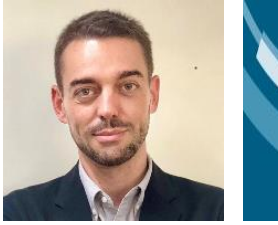
2018 Award of the Thales Fondation for an association supporting teaching in hospitals

2013 Winner of the Special Jury Award Malaysia VIE 2013

2007-2016 Managed a group of handicapped people for a French NGO

2005-2010 Scout leader for 40 people (Supervised Assistants, Managed daily operations)

Sport Rugby (7/10/15), Tennis, Diving (PADI Advanced Open Water Diver, 70 dives)



Florian BLIN THAILAND



Years of experience
15

Year of birth
1983

Nationality
French

I am managing Thailand affiliate since 2016. We started in 2016 with 16 people and now we have more than 100+ people providing Project/Construction management, Facility Management, Procurement and Design services. I overlook HR, company governance, finance and P&L, business development, client relationship and stakeholder management. I am also program director in EAST market for multisite/mobility network to support country leads in their respective country to achieve their KPIs.

EDUCATION

- Mechanical Engineer, UTBM, Belfort, France, 2008

EMPLOYMENT RECORD

- Since 12/2015 **ARTELIA CORNERSTONE Limited, Thailand**, Bangkok, Thailand
General Manager and East Program Director
I am managing Thailand affiliate since 2016.
- 06/2015 - 12/2015 **ARTELIA INTERNATIONAL**, Paris, France
Belgium / France / Luxembourg Country Manager
I manage France, Belgium and Luxembourg Fuel Retail Program Operations (EPCM). A team of 10 project managers spread in 3 countries
- 09/2012 - 06/2015 **ARTELIA INTERNATIONAL**, Paris, France
Country Manager
I am managing a team of 6 project manager on Fuel Retail Program Operations. In charge of P&L, client and stakeholder management, Team recruitment/HR/Management, KPI and contract accountability.
- 10/2010 - 09/2012 **ARTELIA INTERNATIONAL**, Paris, France
Project Manager
Managing construction of Fuel Retail Site and utilities on Motorway (from 1meuros to 10meuros / site)
Managing client and Motorway stakeholder to meet client contract obligation and client KPI
Delivering project on time, in budget, with high quality with oil and gas HSSE standards, with motorway constraints.
- 01/2010 - 09/2010 **ARTELIA VIETNAM**, Ho Chi Minh City, Vietnam
Design Manager
Coordination design of hospitality (Le Meridien...), residential projects and commercial projects.
- 01/2006 - 12/2009 **Chan Phuong Engineering**, Ho Chi Minh City, Vietnam
Design Manager
Coordinating design of all type of projects (Sanofi, Unilever, 6Senses hotel, Intel,...)

PROFESSIONAL ASSOCIATIONS

- Since 01/2016 : French Chamber of Commerce Thailand

CURRICULUM VITAE – GABRIEL LUBEIGT HANCHANA
Application – Board member of the FTCC

Email: Gabriel_lub@hotmail.com

Mobile number: +66 89 897 5755

Nationality: French, Thai

Language fluency: French, Thai (Mother tongues) and English

CURRENT POSITION

Chief Representative – Cr dit Industriel et Commercial, Thailand

<http://www.cic.com.sg/>

2014 – Present



PREVIOUS WORK EXPERIENCE

Junior Consultant, Computer Sciences Corporation, Banking Practice, Paris, France

2013 – Nine months



Business Development, Vovan & Associ s Thailand & Myanmar, law firm

2012 – Six months



Business Support Assistant, Franco-Thai Chamber of Commerce, Thailand

2011 – Six months



EDUCATION

Paris Dauphine University, Business Consulting in Organization & IT (Ms.) – Apprenticeship Track

2013-2014

Sciences Po Lille, International Finance and Business (Ms.)

2009-2014

Paris I Sorbonne University, History/Political Science

2008-2009

French International School of Bangkok, French Baccalaureate

June 2008



9th March 1969

CONTACT

Mobile +66 (0)81 732 6452

The Lofts Yennakart
Unit 1112
366/114 Nanglinchee Road
Soi Amorn
Chongnonsi, Yannawa
Bangkok 10120
Thailand

Email:

hlemoine@dextragroup.com

Hervé Lemoine

Managing Director
Chief Market Officer

PROFESSIONAL EXPERIENCE

Dextra Group, since 1993

2018-Current: Chief Market Officer Dextra Group - Thailand
2002-Current : Managing Director Dextra Manufacturing - Thailand
2000-2002 : Managing Director Dextra Egypt
1998-2000 : General Manager - Dextra Pacific – Hongkong
1995-1998 : General Manager Dextra Industrial – Thailand
1993-1995 : Industrial Division Manager FAST - Thailand

Fédération des Industries Mécaniques

1992-1993 VSNE coordinateur du Centre d'innovation Franco-Thai
KMUT North Bangkok, près l'Ambassade de France en Thaïlande.

EDUCATION



Neoma Business School – Reims - France

1991 Master Degree in International Business



INSEEC Paris

1988-1990 Bachelor Degree

SKILLS AND INDUSTRY KNOWLEDGE

Business Strategy and Development
Construction Industry / Infrastructure
Multicultural Management

COMMUNITY LIFE

 Franco Thai Chamber of Commerce – 2021-2023 - Counsellor

INTERESTS

Art, Sports Cars, Golf, Scuba Diving



Business Development Director with over 12 years of experience. Solid track record in Sales, Marketing and Customer Relationship Management across multiple industries. Able to work in English, French and Thai languages in multicultural environment. Energized by new challenges, I have an extensive portfolio of high-level contacts in both Real Estate and Industrial sectors within the SEA region.

MARTIN DILLY



+66 (0) 83 262 2320



247/23 Sathu Pradit Soi 15/9,
Chong Nonsi, Yannawa, Bangkok,
Thailand, 10120



martin.dilly@gmail.com



04 March 1987 – 34 years old



Married – 1 child



[linkedin.com/in/dillymartin](https://www.linkedin.com/in/dillymartin)

Skill Highlights

- Leadership
- Business Strategy
- Business Development
- Sales Negotiation
- Cold Calling
- Adaptability
- Entrepreneurship
- Team Player
- Multicultural Team Management
- Tender Preparation
- EPC/EPCM

Languages

French	●●●●●
English	●●●●●
Thai	●●●○○
Spanish	●●○○○

Experience

Building & Infrastructure Director for Emerging ASEAN Countries cum Chief Country Executive of CIF Myanmar & Cambodia *04/2022 to Present*
Bureau Veritas (Thailand) Ltd. – Bangkok, Thailand

Building & Infrastructure (B&I) Director Responsibilities:

- Implement and drive B&I Mission delivery to develop Emerging ASEAN market strategies.
- Contribute to rapid growth objective of the company through development and win major contracts with key customers.
- Contribute to the implementation of the new business model based on long-term service contract, project management and customer orientation focus.
- Through his creativity and his customer driven approach, he is able to generate profitable new contracts to the Business Unit. Monitor region for "proximity" bidding opportunities to expand business
- Preparation of Proposals, negotiating with clients and securing contracts.
- Obtain, protect and manage License to Operate (local and global accreditations).
- Ensure day to day management of the B&I activities in a profitable way.
- Achieve set objectives (technical, commercial, financial and personal)
- Supervise all works performed by the B&I members, ensure technical quality and timely delivery of services.
- Prepare yearly operational action plan in agreement with superior for his team.
- Define and implement business plan, budget and resources for the B&I, in coordination with line managers, in line with Corporate / Zone and Region strategies.
- Elaborate monthly reports to forward to superior (including market/competitors/ customers/ key events).

Country Chief Executive of CIF - Myanmar and Cambodia Responsibilities:

- Define and Implementation Strategy for Commercial, Technical and Operation of all businesses of Bureau Veritas Myanmar and Cambodia.
- Responsible for Growth and Profits and Losses for Bureau Veritas Myanmar and Cambodia.

Education

Master of Sciences in Business Administration (MBA)

IESEG School of Management – Lille, France
Member of the *Conférence des Grandes Écoles*
EQUIS, AACSB and AMBA Accredited
2005 – 2010

Exchange Student

Kasetsart University International MBA Program (KIMBA) – Bangkok, Thailand
2008 – 2009

Interests

- Travel
- Scuba Diving
- Cinema
- Manga and Anime
- Gastronomy

Experience

Business Development Director

08/2016 to 04/2022

Archetype Engineering Consultants Co., Ltd. – Bangkok, Thailand

- Responsible for the overall management of the Business Development Department, including the recruitment and development of the Business Development Team members, mentoring team members, establishing the business development targets (in terms of dollar value, time to deliver and business line targets), implementing initiatives for the overall improvement of business development.
- Directly responsible for the achievement of the business development targets and key performance indicators for the team each year, including responsibility targeting new business, managing key accounts.
- Ensure that all local Business Development practices and procedures meet the standards established and expected of the Group, including but not limited to ensuring the CRM is properly updated and contracts are properly titled and indexed; the template commercial contract is adhered to; the commercial contract risk matrix is properly followed.
- Directly responsible for developing an annual plan and budget for the Business Development Department in consultation with the Managing Director and the Group General Director.
- Directly responsible for reporting to the Group Marketing Manager and Group General Director regarding all Business Development related matters including but not limited to: new business, pipeline, commercial developments and new prospects.
- Responsible to work with relevant technical Directors pricing, tendering, proposal development, scheduling and other negotiations regarding project sales and development.
- Negotiate contracts with new and existing clients for new business
- Manages clients to ensure ongoing client satisfaction and on time payment of commercial fees, including handling any negotiations or managing any concerns of the client that may delay payment.

Business Development Manager Thailand & Myanmar

08/2014 – 07/2016

Tebodin Thailand - Bilfinger Group – Bangkok, Thailand

- Responsible to the Managing Director.
- Coordinate and manage the BD teams.
- Responsible for Engineering, Project management and Consultancy sales.
- Approach potential clients in the fields of Chemicals, Oil & Gas, Pharmaceuticals, Nutrition, Food and Beverages, General Industries.
- Represent company in introduction meetings and project acquisition discussions with clients' team.
- Foster close relation with existing clients and build trust with newly acquired customers.
- Identify areas of support with clients and define basis of work scope on projects.
- Contribute towards the regional business development network in Asia Pacific.
- Develop draft proposal based on team meetings and discussions · Lead proposal preparation with the engineering and project management teams and maintain time-lines for the proposal teams.

Experience

Sales & Marketing Director

05/2010 – 07/2014

Asia Data Destruction Co., Ltd – Bangkok, Thailand

- Started up the whole corporate services activity.
- In charge of key corporate accounts (30 companies from multiple sectors: Accenture, DKSH, Sanofi, Dextra, St-Gobain, Magotteaux, Biomerieux, Kimberly-Clark, SHARP, Panasonic ...)
- Business and partnership development in the APAC region.
- In charge of coordinating and manage sales, logistic and technician teams.
- Trading, Sales and Remarketing of 2nd hand Smartphones on global market.
- In charge of all Marketing and Communication (Website creation & update, Company presentation, etc.).
- Responsible for the ISO 9001 certification.

References

References available on request



Maximilien Lerat

Digital Solution Architect & Partner @Weexa Thailand with 7+ years of work experience in IT

[in maximilienlerat](#)

[✉ maximilien.lerat@weexa.com](mailto:maximilien.lerat@weexa.com)

[☎ +66658209305](tel:+66658209305)

[📍 Bangkok, Thailand](#)

🔧 SKILLS & COMPETENCIES

Digital Solution Design

Leadership

Entrepreneurship

Cloud Computing

B2B Digital Transformation

Coding

DevOps

Digital Strategy Consulting

Big Data

Electronics & Hardware

Project Management

Tech Lead

Strategic Decision Making

Employee Management

💬 LANGUAGES SKILLS

English: Bilingual

French: Native

Russian: Professional working

Thai: Beginner (can read script)

🎓 EDUCATION

MCS and Embedded Systems

2010 – 2015: ESIEE PARIS, France

2015: 6-months exchange semester at ITMO University, Russia

🏆 AWARDS

Grand Prix V.I.E Thaïlande 2021

Business France

🧠 INTERESTS

Entrepreneurship

Engineering

Digital Technology

Fitness

Music

📁 PROFESSIONAL EXPERIENCE

▶ **WEEXA** (*B2B digital integration*) - Thailand 03/2020 – Current

Key achievements

Digital Solution Architect & Partner

03/2022 - Current

- ✓ Implemented and deployed B2B integration solutions worldwide
- ✓ Built +10 technical tools and frameworks to industrialize and speed up the development of an integration project. Reduced the implementation time up to 80%.
- ✓ Defined the local sales & marketing strategy. Contributed to set up a local sales team and build tools to industrialized the sales funnel. Defined offers and pricing strategy. Developed partnerships for IT solutions. Contributed to the promotion of the brand via expo & networking events. Contributed to the sales process of 2 signed deals (+3M THB)

IT Manager

03/2020 - 03/2022

- ✓ Coordinated and contributed to IT internal projects (infrastructure, governance, digital workspace solution, networking...)
- ✓ Designed and developed a mobile application and multiple ERP customizations. Implemented best practices for modern software development .
- ✓ Managed a team of 7 support technicians and developers.

▶ **SENTELIS** (*Big Data consulting agency*) - France 03/2018 – 10/2019

Big Data Engineer & IT Consultant @CRÉDIT AGRICOLE ASSURANCES

Key achievements

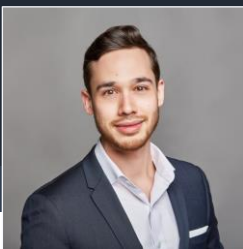
- ✓ Started as a developer, ended up Tech Lead for a team of 10 developers to focus on delivering critical solutions.
- ✓ Coordinated over 5 projects involving multiple stakeholders.
- ✓ Designed and developed advanced and optimized data pipeline for streaming & batch processing of customers' financial data
- ✓ Led 3 deployments of business applications
- ✓ Developed over a dozen of tools for the delivery team to automate repetitive manual tasks
- ✓ Conducted multiple training sessions to improve team performance

▶ **WAVESTONE** (*IT consulting firm*) - France 07/2016 – 03/2018

IT consultant in Data Architecture

Key achievements

- ✓ Internal project: Built data engineering pipeline. Migrated financials and HR data to a new ERP system. Managed business master data. Identified and corrected HR and financial data errors.
- ✓ L'Oréal IT: Defined and deployed a digital collaboration solution worldwide. Coordinated with IT managers to define the rollout roadmap.
- ✓ Alstom: Defined and formalized internal IT governance for headquarters' IT operations.



Maximilien Lerat

Digital Solution Architect & Partner @Weexa Thailand with 7+ years of work experience in IT

 [maximilienlerat](#)

 maximilien.lerat@weexa.com

 +66658209305

 Bangkok, Thailand

To

Franco-Thai Chamber of Commerce's Members and Committee

March 6, 2023

Dear Members,

I want to express my sincere interest in becoming part of the Counsellors for the Franco-Thai Chamber of Commerce.

Many people may have never heard of me, as I am still relatively new in the Bangkok community. I came to Thailand in March 2020 as a V.I.E with a personal long-term goal; applying my IT skills and knowledge to contribute to the global digital transformation in South-East Asia. As a "luk khrueng", I have been immersed in the Asian culture all my life and always believed in the strong potential for growth and development in this region. Fortunately, this is happening right now.

For the last couple of years, I have been part of this exciting journey with Weexa, which recently opened a new branch in Bangkok. Our core mission is to help companies achieve operational excellence by digitalizing the way business partners exchange documents. We offer solutions that are proven in western countries by taking an approach adapted to the Asian market, where raising awareness in a simple manner is key. As of today, 4 customers, including multinationals listed in stock exchanges, trust us to become their main digital partner for automating thousands of business transactions per month.

As in every entrepreneur's journey, it came with its set of challenges, pushing myself, my business partner, and our team to constantly be out of our comfort zone to grow. On a personal level, applying for the position of Counselor is also part of it.

My main motivation is to contribute to our Chamber to help build initiatives promoting France as a key player in Thailand 4.0:

- As a senior engineer and consultant for companies, I can advise and lead strategic digital topics with my 7 years of experience in IT.
- Being able to talk with people of different professional backgrounds, nationalities, and at multiple levels allows me to easily federate for collaboration.
- Participating in the day-to-day operations of Weexa Thailand requires me to always stay focused on continuous improvements and take opportunities to integrate new methodologies that can be shared for the benefit of our Chamber.
- At Weexa, we have opportunities to discuss with companies of different sectors of activities, which open more door for networking

As a final note, I believe this is an excellent opportunity for the Chamber to onboard an SME in Digital Transformation and benefit from a different outlook on multiple aspects. And it would be an honor for me to represent it.

Thank you, dear Members, for considering my application. I also wish all the best to all other applicants.

Nicolas Bery
Villa Arcadia Srinakarin Village,
No 88/188 Soi Pattana Community,
Srinakarin Road (Bangna Trad Road),
Bang Kaeo Subdistrict, Bang Phli District,
Samut Prakan Province 10540 Thailand

To the attention of the Director of the Franco-Thai Chamber of Commerce

Letter of motivation to become Counselor

I have been living in Thailand for 12 years and have been an entrepreneur for about 10 years. I am the co founder of Flylab, we use Agricultural waste to feed our insects (Black Soldier Flies Larvae) and process them into proteins and fats for the Pet Food and Aquafeed industry in Thailand.

So far we were based in Chiang Mai but we are now expanding to Bangkok where we will build a couple of factories in the next 3 years and expand our operations.

We joined the FTCC last year to be more involved in the business community in Thailand and I have had great meetings with the president and vice president of the FTCC.

Therefore I would like to join the FTCC this year as a counselor. I understand that the FTCC works around committees and I already joined the Agri Agro committee and will also join the SME committee.

I am happy to be part of running and making these committees more efficient in the future as I think my background and experience in the Agri industry and with startups can provide good resources for others members of the FTCC. I understand that I will have to put effort and time into this new role and I'm willing to be part of it.

Best,

Nico Bery
Co founder and CEO Flylab.



NIRUT KUNAWAT

Founder & CEO, Novegion Consulting

More than 30 years of work experience from both public and private sector with core competency on government relations, public policy and policy analysis, business development and strategy, research and strategic planning and international relations, trade and investment.

EXPERIENCES AND SKILLS

- Experienced Government Market Operations.
- Skilled in Government Management, Government Market Analysis, Government Policy & Planning, Policy & Political Analysis.
- Technology and Innovation Policy & Management, Business Development, Strategic Planning
- International Trade & Investment Negotiation, International Relations.

EDUCATION

- MA in International Relations, Fletcher School of Law and Diplomacy (2001-2002)
- MA in International Business, Nova Southeastern University (1994-1996)
- BA in Education, Chulalongkorn University (1985-1989)

CONTACT

Tel: +6698 591 5449

Email: nirut@novegion.com

PROFESSIONAL CAREER

Founder & CEO

Novegion Consulting and Services, Bangkok, Thailand
April 2021 – Present

Senior Director, Public Policy & Government Affairs

Pharmaceutical Research & Manufacturers Association (PReMA), Thailand
March 2020 – March 2021

Director Government Affair and Markets

3M Thailand Limited, Bangkok, Thailand
January 2017 – February 2020

Manager Fiscal Affairs and International Trade

Philip Morris (Thailand) Limited, Bangkok, Thailand
April 2015 – December 2016

Founder & CEO

Novegion Consulting and Services, Bangkok, Thailand
May 2014 – March 2015

Advisor to the Minister of Science and Technology

Ministry of Science and Technology, Bangkok, Thailand
October 2012 – April 2014

Deputy Secretary-General to the Prime Minister

Office of Secretariat of the Prime Minister, Government House, Bangkok
August 2011 – October 2012

Project Consultant

Food and Agriculture Organization of the United Nations
Regional Office For Asia and the Pacific, Bangkok
December 2009 – August 2011

Advisor to the Committee on Monetary, Banking and Finance

Thai National Assembly, Committee of the House of Representatives
May 2009 – May 2011

Assistant Advisor to the Deputy Prime Minister

Office of the Prime Minister
Office of Deputy Prime Minister (Dr. Surapong Suebwonglee)
February 2008 – September 2008

Founder & CEO

Novegion Consulting and Services, Bangkok, Thailand
November 2007 – August 2011

Senior Trade Officer

Ministry of Commerce
Department of Trade Negotiations
September 2006 – August 2007

Chief Trade Officer

Office of Thailand Trade Representatives
Government House, Thailand
August 2005 – September 2006

Secretary to the Vice Minister for Commerce

Ministry of Commerce
Office of the Vice Minister for Commerce
December 2003 – February 2005

Trade Policy Analyst

World Trade Organization
Trade Policy Review Division, Asia and Pacific Section
September 2002 – November 2003

Senior Trade Officer

Ministry of Commerce
Department of Business Economics, Bureau of Bilateral Trade
Negotiations
March 2001 – August 2002

Sub-Committee on Administration

SMEs Financial Advisory Center (SFAC)
Bangkok, Thailand
October 1999 – February 2001

Seconded to the Secretariat of the Prime Minister

The Secretariat of the Prime Minister
Government House, Thailand
January 1998 – February 2001

Trade Technical Officer

Ministry of Commerce
Department of Foreign Trade, Foreign Trade Policy Division, Thailand
August 1996 – January 1998

Retail Banking Officer

Standard Chartered Bank, Bangkok office, Thailand
January – July 1993

Foreign Exchange Officer

Thai Military Bank, Bangkok International Airport Office, Thailand
1990 – 1993

AFFILIATIONS*Present*

- **Co-Chair of Trade and Investment Committee**
The American Chamber of Commerce (AMCHAM)
Bangkok, Thailand
- **Co-Chair of Stakeholder Engagement and Public Affairs Committee**
The Franco-Thai Chamber of Commerce (FTCC)
- **EABC - European Association for Business and Commerce Working Group Member**
Working Group on Intellectual Property Rights, Healthcare & Pharmaceuticals

Previous

- **Co-Chair of Government Affairs Council**
The American Chamber of Commerce (AMCHAM)
Bangkok, Thailand
- **Chairperson, the Working Group on Intellectual Property Rights (IPR) and Board of Directors**
European Association for Business and Commerce (EABC)
Bangkok, Thailand
- **Vice Chairman of the Sub-Committee on Excise Taxation**
Board of Trade of Thailand
Bangkok, Thailand

A few words about myself: Married, with 4 children: all of us are living in Thailand.

I have been living in Asia for nearly 25 years; in Malaysia and China, and I have been a Thai resident for the last 13 years.

I work at ACOEM as Asia COO and Worldwide Sales Director.

ACOEM is a French medium sized company specializing in Environmental Monitoring and Predictive Maintenance.

Many of you may have seen data coming from our solutions in their daily life: our systems are used by the Pollution Control Department and the Bangkok Municipality to provide the AQI reference values to the population via their apps, websites, display panels, etc.

We also provide smart solutions for the industry to improve reliability of the machines and thus decrease carbon footprint.

Prior to becoming a board member of FTCC, I had volunteered at the French school of Bangkok (LFIB) where I served as a President. I take such volunteering commitments extremely seriously as time is of the essence to get things done.

The logical step after a mission helping French parents and students, was to try helping French businesses in Thailand. That is why I applied to become a FTCC councilor in 2019.

To my great honour, I was elected. Since then, I have devoted time and energy to help the FTCC and give back to the members who put their trust in me.

- In the first year, I took the lead of the Smart City and Energy Committee..
- In 2020, my peers chose me as one of the Vice Presidents
- I had the honor to become President in 2022, to help transition to a post COVID situation, with members asking for even better services, and a Chamber already in mutation.

Over the last year, with a new Executive Director and the dedicated Board we steered the Chamber with the motto Regather/Rethink/|Recover, and the results were probant:

- The finances are back in the “green” for the first time since 2018
- Our members tally is on the raise, with new Thai and French companies, large groups, sMES including French founded innovative companies in Thailand
- We organized or co hosted 80 events
- Our committees proved very active, and helped us organize great events, like the Sustainability Forum, the Luncheon with BOI and governor of Bangkok or the French Minister of Foreign trade.
- The SEPA committee allowed us access to public authorities (Bangkok, Ministers, FTI, BOI...) with whom we are now organizing workshops.

Being a counselor is not an honorary position but a commitment of spanning time and energy to help the French Thai business relationships and make sure the needs of the Members are met.

I am highly committed to that mission; moreover, I look forward to continuing with it and helping implement the changes at the Chamber to fulfill the needs of all members in the years to come.

Thanking you in advance for your trust,

Patrice Pischedda



English version

My first contact with Asia goes back to my early childhood with my father's stories about his years spent in what was then still called Indochina. My first trip to the region was in 1989, then I moved to Bangkok in 1999 after several years in Malaysia. I am married and have two children, a daughter who is almost 18 years old and a son who will soon be 15.

With my wife, we form a mixed French-Thai couple. We are with our children happy of this cultural mix which allows us to be well integrated into the cosmopolitan landscape of Bangkok.

Professionally, I founded in 2015 FiddAsia Advisory Ltd, a private and corporate wealth management company offering its services to expatriates of all nationalities with an offer mainly focused on alternative and international investments. I have nevertheless kept a French mandate with an offer whose DNA is French expatriates with a logic of eventually returning to the metropolis.

Originally from Strasbourg in Alsace, I also founded "Les Thaïlsaciens", an association of Alsatians and friends of Alsace in Thailand as soon as I arrived in the Kingdom. Through the association and my company, we try to promote Alsace in Thailand and vice versa Thailand in Alsace for companies wishing to settle in the Kingdom and/or do sourcing.

Still, I manage to keep some "free time" that I devote to my family, some "social" activities and some golf. Thanks to my expatriation experience, to this cultural mix which has been part of my daily life for 3 decades, both personally and professionally, to my activity where consulting and relationship building are its essence, I hereby apply for one of the open positions of Counsellor at the French-Thai Chamber of Commerce.

I have not written a CV for over 35 years, so perhaps the best thing to do is simply to consult my Linked In profile by clicking on this [LINK](#)

Wishing you a good reading;

Sincerely;

Paul Roussel

Version Française

Mon premier contact avec l'Asie remonte à ma plus tendre enfance avec les histoires de mon père qui évoquait ses années passées dans ce que l'on appelait encore à l'époque l'Indochine. Mon premier voyage dans la région remonte à 1989, puis je suis venu m'installer à Bangkok en 1999 après avoir passé plusieurs années en Malaisie. Marié

et père de 2 enfants, 1 fille de presque 18 ans et 1 garçon qui aura prochainement 15 ans.

Nous formons avec mon épouse un couple mixte franco-thai. Nous sommes avec nos enfants heureux de cette mixité culturelle qui nous permet d'être bien intégrés dans le paysage cosmopolite de Bangkok.

Sur le plan professionnel, j'ai fondé en 2015 FiddAsia Advisory Ltd, une société de conseil en Gestion de Patrimoine privé et d'entreprise offrant ses services aux expatriés de toute nationalité avec une offre principalement axé sur les investissements alternatifs et internationaux. J'ai néanmoins conservé la carte d'un mandant français avec une offre dont l'ADN sont les expatriés français avec une logique de retour en métropole à terme.

Originaire de Strasbourg en Alsace, j'ai également fondé "Les Thaïlsaciens", une amicale des alsaciens et amis de l'Alsace en Thaïlande dès mon arrivée dans le Royaume. Au travers de l'amicale et via ma société, nous essayons de promouvoir l'Alsace en Thaïlande et vice versa la Thaïlande en Alsace pour les entreprises qui souhaitent s'y installer et/ou y faire du sourcing.

Je me ménage toutefois des espaces «temps libre» que je consacre pour l'essentiel à ma famille, quelques activités «sociales» et un peu de golf. Fort de mon expérience à l'expatriation, de cette mixité culturelle qui fait partie de mon quotidien depuis 3 décennies aussi bien sur le plan personnel que professionnel, de mon activité dont le conseil et le relationnel en sont l'essence même, je fais par la présente acte de candidature à l'un des postes de Conseiller à pourvoir à la Chambre de Commerce Franco-Thai.

Je n'ai pas écrit de CV depuis plus de 35 ans, aussi le mieux est peut-être simplement de consulter mon profil Linked In en cliquant sur ce [LIEN](#)

Philippe CLAIRE

French / Thai Citizenship
Permanent Resident in Thailand
Email: philippe@venturyasia.com



WORK EXPERIENCE

2016-now **FRANCO-THAI CHAMBER OF COMMERCE (FTCC)**

Board Member from August 2016 to March 2019.
Vice-President from March 2019 onwards.

1994-now **VENTURY Co., Ltd. – Owner & Managing Director - Bangkok**

Turn-key Factory - Design and M&E Contractor - EPC
Local & Export Business (Bangladesh, Myanmar, ...)

Non-exhaustive References:

- ✓ Satys (ex-CIEE), ERNI, NST, Imaj, TNK: EPC Turn-key Project c/w Construction and MEP.
- ✓ Nestlé Chachoengsao, Nestlé Bangpoo, Nestlé Bangchan, Aromatech, Jean Niel, Argeville, Yummix, Annette, Prova: Clean Room / Food Grade Environment for F&B Industry.
- ✓ ETA (Swatch Group), Novolux, Pro-Finish, Gürhing, Kolang, Minebea: Clean Room Environment for Micro-Mechanic Industry.
- ✓ Biomove, Lerdsin Hospital, Vascular, Péters Surgical, Stem Cell, Urgo, Suturex, Durex: Clean Room Environment for Pharmaceutical Industry.
- ✓ LaZgam, LFIB, ISB, Sequoya: Commercial AC System & Energy Saving Solutions.
- ✓ Exclusive Representative for Electrostatic Air Cleaner Swiss Maker *Elbaron*: Oil Mist Removal for CNC Machines, Environment & Health Issues.

1988-94 **AMELIORAIR & LTGAE - Export Sales Engineer - (6 years) - Bangkok**

Air Conditioning and Waste Collection System in the Textile Field
Prospection, quotation, commercial negotiation, study and follow-up of installations.

EDUCATION

1986-87 **IAE - Management - (1 year) - Strasbourg**

(Institut d'Administration des Entreprises)
Business administration.

1983-86 **INSA - Energy Management - (3 years) - Strasbourg**

(Institut National des Sciences Appliquées de Strasbourg)
Engineering High School.

1981-83 **MST - Preparation School - (2 years) - Chalon sur Saône**

(Mathématiques Supérieures et Spéciales Technologiques)
Preparation for competitive entrance examination to High Schools.

MISCELLANEOUS

Foreign languages

French: Native Language
English: Professional working proficiency
Thai: Good working proficiency

Sports

Badminton, Mountain Bike & Sailing.