

Franck DUJARRIER  
+33(0)6.15.28.43.02 or +32 (0)493 35 52 21  
franck.dujarrier@outlook.com

## SKILLS

### Commercial

Ensuring the overall commercial development  
Identifying sources of development by country  
Participating in Country Strategic Meetings

### Management

Managing a Credit Management and CF service  
Leading projects  
Implementing commercial actions  
Facilitating meetings  
Recruiting staff  
Negotiating complex and global contracts  
Building a strategic plan per country

### Administration

Following individual & team results  
Controlling budgets  
Analyzing results  
Proposing country-specific action plans  
Providing country management tools  
Drawing up monthly reports

### Finance

Optimizing cash  
Reducing customer loss  
Covering our risks internationally

### Logistics

Increasing logistics risk management  
Reducing the impact of customs duties

### Legal

Managing general conditions of sale  
Rebuilding service contracts

### Innovation

Creating value-added services  
Completing all the steps of a service product  
Cooperating with the Innovation Committee

### Organization

Auditing financial, commercial and country teams  
Writing internal procedures  
Managing projects  
Improving Data Quality

### Training

Project Manager for large project (over €1 million)  
Agility Methods  
Lean & 6sigma  
ISS Competence Management  
Accounting/Finance IAS, IFRS, US & UK GAAP  
Process Drying, Evaporation, Filling & Packaging, Liquid Processing, Milk Processing  
Total Productive Maintenance

### Activity Areas

#### IT

Advertising & Events  
Chemical Industry  
Refrigeration Industry  
Food Industry  
Process Engineering for Industries  
Transport

## EXPERIENCE

**2007 – 2019 - GEA AG – listed on the DAX- 18,000 people and €5.5 billion of revenue and different occupied positions**

2017 Corporate – **Global SBM Manager** – Core team member One GEA CRM project for Sales & Service modules for 45 countries. Project Manager for iBase Strategic initiative to support all the countries in their growth. Participated actively in the GEA board Strategic projects. Project Manager GEA installed base and defined service potentials (100,000 Plants for 2 billion euros of service potential).

2016 Corporate - **SBM Area Manager France, South and Eastern Africa** – New Organization called “One GEA”. Implemented the service sales strategy for all group activities and monitored development with the country Manager Director (Budget, Recruitment, Training plan, Sales plan).

**Creator and Developer** of GEA SAFEXPERT®: Worldwide roll-out – Unique Selling Product- no competitors

2010 - 2015 – **Sales Engineer Service France**

Created & Developed Selling Performance (TPM, Process efficiency, etc.) & GEA Safexpert (USP)

Sales development throughout Eastern France (53 departments)

**Results:** Goals 2015 achieved at 130%/revenue: €1.8 million

Goals 2014 achieved at 150%/revenue: €1.4 million

Goals 2013 achieved at 120%/revenue: €0.9 million

2007 - 2010 – **Contract Manager New Sales** – € 60 million

Managed 100 projects per year ranging from €0.5 to €13 million covering accounting, finance, contracts & logistics

**Results:** Reduced customer DSO by 35%

Increased Cash by €20 million in 3 years (+40%/year)

2005 - 2007 - **Mission Finance/Logistics/Accounting at Saupiquet** – **€214 million** and 550 people,

Logistics and customer accounts litigation mission (over 1 000 cases)

**Results:** Reduced litigations by 98% & wrote internal procedure to avoid them

Increased the cash flow by 40%

2000 - 2004 – **Credit Manager Group - Via Location SA –€130 Million** et 1,240 employees  
Created a decentralized credit management service for the whole group and a 4-year plan for generating and maximizing goodwill.

**Results:** Customer overdue decreased by 20%

Customer DSO 46 days of Revenue

Improved cash-flow by more than 45%/year to reach €35 million

1999-2000 – **Credit Manager Group - BONNET NEVE & ALSER INNOVATION - €178 Million** (51% Export Turnover) & 1200 people

Created a centralized accounting and credit management department with team management

**Results:** Decreased Customer DSO from 125 days to 90 days of revenue

Reduced Credit insurance cost by €1 million

1995 – 1998 – **Manager - Cash and Credit Management service - PROTEX INTERNATIONAL SA –€84 million** including 78% Export Turnover, 300 people

**Results:** Achieved saving of 30% on Bank service fees

Improved the Cash flow by 18%

Decreased Customer DSO by 35% to reach 67 days

1992-1994 – **DECF study contract - SYSECA (subsidiary of THALES Group(ex-Thomson CSF) - €244 million**, 2 600 people

Training in: All accounting aspects

Financing Export (documentary credit, guarantees, etc..) €38 million

Cash flow in multiple currencies €90 million

### Computing

SAP C4C, Business Object, Office 365, Lotus, Eurocash, concept, RMO, Business Intelligence, SAP/R3, AXAPTA,

### Degrees and Diplomas

2021 – Executive MBA at EDHEC business school

1995 – Diploma of Accounting & Financial Studies

1992 – BTS Accounting and Management

### Languages

English – bilingual

Spanish: Intermediate

### Hobbies

Karate, Fitness, Self-defense, Marathon, Half-marathon and barefoot running,