



# “Cool People” Cool Logistics Global

EMPOWERED  
SHIPPING &  
LOGISTIC

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# About



**Recent post Covid congestions and supply chains disruptions are forcing both Logistics and Shipping leading companies to adapt very rapidly to changing needs of their customers. The industry is going through an in-depth and radical transformation.**

**ESL Consulting aims at playing a role in this transformation by providing adapted consulting services to industry challenges and support Shipping, Logistics, start up companies and investors to realize full growth potential**

# Shipping and Logistics Industry challenges

## COPE WITH GROWTH & GIVE FOCUS



While the maritime and logistics industry is going through an intensive growth and consolidation path, capacity to give priorities, structure, and organize will create differentiation among Shipping and Logistics leaders, so as ability to integrate successfully new organizations and realize full growth potential

## FOSTER DIGITALIZATION OF THE INDUSTRY



IoT & visibility solutions, Electronic Bill of Ladings, collaborative platforms, smart inventory management, blockchain, innovative contract solutions, alternative solutions to congestion.... Many digital needs... for which the start up eco-system, with ability to innovate is a very strong respond to both end customers (shippers) and logistic and shipping companies needs

## RESPOND TO NEED FOR GREEN SUPPLY CHAINS



The urging need for environmental-friendly transport solutions (0 carbon emission policies, Hydrogen, Biomethane powered vessels and electrical and autonomous vehicles transport solutions ..) has become a new priority for both shippers and logistic companies. Ability to innovate and offer concrete and rapid innovative solution will bring strong value added to the industry

## MANAGE AND RETAIN PEOPLE



The industry is suffering from scarcity of talented and qualified resources (especially in USA). The industry had been so focusing on ability to deliver solutions to customers in post covid disruptive environment, that Leader's resilience had been tested – thus emerging a need for talent management services and outsourcing

# Grow but retain people!

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**One thing the overall logistic and maritime industry has disregard over the last couple of years, but is starting to suffer from, especially in USA, is the lack of talented and qualified people.**

**Companies had been so focused on their ability to deliver solutions to customers in post covid disrupted environment that well-being of resources and talent management had taken second place**

**Leaders and team resilience had been tested through the period thus talent management services and outsourced services are to become very popular**



# Mix profiles to meet new cool challenges!

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Cool chain at the crossroads of old fashion technical skills acquired through experience and high-tech profiles from Digital industry

Criteria of success : the complementary skillset of the team and teamwork

Diversity as a mean to meet innovation challenges

# The future of logistics needs more women

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While Logistic & shipping industry is an incredible exiting journey, with a sense of never-ending learning potential, it can also be a struggle for women to perform in this very masculine world, where traditional feminine qualities are not always recognized and perceived as a strength in leadership positions

However, passion, achievement, customer centricity, leadership, empathy, team spirit this is what our industry is in need to achieve its transformation.

Bringing women in leadership positions, communicating on role models, and generalizing individual and collective coaching shall be the way forward





# Consulting : KEEPS HUMAN FACTOR IN GROWTH STRATEGIES

As a Shipping and Logistic expert with extensive experience in Strategy Consulting, M&A and Business Development I aim at playing a role in this transformation supporting Shipping (Maritime) & Logistics (IFF) companies, start ups, investors to realize full growth potential

**BUSINESS DEVELOPEMENT**

**COACHING & WORKSHOP  
ANIMATION**

**EXTERNAL GROWTH AND M&A**

**COMMERCIAL MARKETING**

**POST ACQUISITION SYNERGIES**

**SHIPPING  
-  
LOGISTICS  
-  
START UPs  
-  
VC & FUNDS**

**INNOVATION MARKETING**



**Looking forward meeting you  
and understanding your needs**



# Who am I?

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- I'm a Shipping and Logistic expert with extensive experience in Strategy Consulting and Business Development. I funded ESL.Consulting, to support Shipping (Maritime) & Logistics (IFF), startups and investors to realize full growth potential.
- Graduated from ESSEC Business School (MBA), I cumulate 9 years' experience in well-known Strategic and M&A Consulting Firms (LEK, KPMG, PwC); and 9 years' experience in B2B Shipping and Logistics Industry with Business Development, Sales, Digital Start Up Management (IoT), Project Management, Innovation Marketing, Commercial Marketing leading positions for CMA CGM (Shipping) and CEVA Logistics (Freight Forwarder - Supply Chain).
- Very engaged professional, energy driven, with a can-do personality, I like motivating and driving positively teams and customers towards reaching higher goals. I thrive into managing sales teams, designing commercial, marketing campaign, scale up, external growth strategies and leading strategic projects with strong transformation impacts, international scale and various stakeholders' management.
- I'm passionate into mentoring, developing, and giving confidence to my teams in a multi-cultural environment. I'm to be certified coach (currently Student at INSEAD Coaching certificate program)



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