

Olivier J. Gaultier

56, married, 4 children

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PROFESSIONAL SKILLS

An outstanding Managing Director with deep experience in turn around and project management in international companies, now coaching business executives et teaching in business schools

- Yield management ; business development ; financial planning and reporting
- Team building : indoor and outdoor seminars (sailing, rowing)
- CPS : Creative Problem Solving, an innovative tool to enhance turn around management

WORK EXPERIENCE

- 2011- **GALAÏTE CONSULTING: Associate Director:** coaching of business executives
- 2008-2010 **GORDON BLAIR: COO:** Turn around management in a law firm in Monaco, dedicated to private clients. Enhance billing and collecting; hire new talents to develop practice.
- 2006-2008 **PROSPHERES: Associate Director:** Turn around management in manufacturing and publishing industries. Elaborate, manage turn around plans; get new money from banks.
- 2000-2006 **EDITIONS LEGISLATIVES (300 p; Sales 68M€): CEO & COO**
Double profitability thanks to yield management sustained by employees' support in a full range of new company values; annual sales increase > 10% due to innovative new products launched and deep organizational changes in marketing, sales, customer services; complete reengineering of production processes; enhancement of Quality and Methods ; austerity and restructuring plans (>10% of total headcount; no strike).
- 1996-1999 **DISNEY CONSUMER PRODUCTS (EUROPE, MIDDLE EAST, AFRICA) : Sr Director, Business Development, Emerging Markets (80 p ; CA 60M€) :** Sales & income annual growth > 20%; elaborate & follow up business plans for each new country ; Set up back office functions and multicultural shared services center for 7 representative offices and affiliates; financial planning & reporting.
- 1989-1996 **THE WALT DISNEY Company (France): Sr Director, Administration & Finance (130 p; Sales 250M€):** Structure a multimedias group (press, publishing, TV production & distribution, music production & publishing, licensing): financial planning & reporting, accounting, IT, Human Resources, legal & business affairs.
- 1986-1989 **UGC Group: Director, Finance (500 p; Sales 200M€):** set up administration & finance for all business lines (movie production & distribution, movie theaters; audiovisual rights; advertising); set up IT system for theaters; issue first consolidated financial statements and management reporting.
- 1980-1986 **ARTHUR ANDERSEN AUDIT: Assistant, Senior, Manager** for contractual and statutory audits (banks; various manufacturing businesses).

ACADEMICS

1978 HEC; law degree.

LANGUAGE SKILLS

English fluent – written & spoken

OTHERS

Travel USA, UK, Belgium, Spain, Italy, Germany, Danmark, Tchecq rep., Greece, Poland, Hungary, Turkey, Middle East (Egypt, Dubai, UAE), Far East (Burmah, Tailand, Hong-Kong, India), South Africa.

Sport Sailing (1 crossing of the Atlantic), long distance swimming and running.