

# Maxime Alliot

Program Manager | Product lead | Business Development Manager

✉ maxime@alliot.com

☎ +65 85222138

🌐 [alliot-maxime](#)

📖 French

## PROFILE

With 10 years of experience in multinational corporations with leadership and project management. I also had the opportunity to launch personal business ventures in F&B and IoT. I am a self-motivated, entrepreneur mindset with a passion for technology. With my leadership skills and focus on developing future-proof business models, I am confident in my ability to lead teams towards success in operations and new product development.

## CORE COMPETENCIES

Complex Program management | Entrepreneurship |  
Decision Making | Customer focused | | Leadership  
IoT & smart tech | Programing & Hardware |  
Sustainability & environmental impact | Agile  
methodologies

## SKILLS

Pack Office TEAMS Power BI | Google Workspace &  
Firebase | Coding HTML JS VBA SQL C | IoT & HMI  
devices

## CORPORATE EXPERIENCE

### Safran Seats Asia

Singapore

Safran is an international high-technology group specialized in aerospace equipment. Safran has a global presence, with 87,000 employees and FY23 sales of 23 b€.

#### Program Manager APAC

2019 – Present

Responsible for exceeding customer expectations and driving cross-functional leadership across global business units (UK, France, US) to deliver comprehensive solutions and boost company revenues

- Program management across; on time delivery, engineering, budget, sales & customer satisfaction.
- Launch of new MRO strategy to improve our product maintenance (through repair, co-creation workshop...).
- Key user for new CRM deployment and digital solutions

Key achievements:

- New cabin programs deployed with 9m USD up-sales for FY24. Retex to scale.
- Handling top 15 customer accounts for a 10m USD turnover.
- Customer Rating satisfaction increased by 5%

### Zodiac Aerospace

Singapore

#### Regional Manager APAC – Cabin interior

2015 – 2019

Generated \$16m in sales in 2019, creating new business opportunities and offering end-to-end cabin interior solutions.

- Managed 80 different programs over 15 different countries in Asia. Interfacing from working to C-level.
- Contracted team of 5 to 30 staff to extend our capabilities (logistic, engineering, workshop...).
- Deployed and managed consignment stock with over a million SKUs.
- Digitalization of the service with customized iPad solution. Validated and deployed for various customers.

Key achievements:

- Own P&L to reach 16m USD budget.
- 40% growth in revenue over 4 years.

## **Zodiac Aerospace**

*Field Support Manager APAC*

Singapore  
2010 – 2015

In charge of the deployment of new on-site support activity to perform on-site trainings, troubleshooting and technical support.

- On-site customer interface (70% at customer base).
- Technical skills over 100 of aerospace equipment (Hydraulic, electric, fuel, emergency system).
- Raised a team of 6 specialists to support the growth of the activity.
- For more critical activities, supervision external stakeholders (such as: Airbus, Boeing, OEMs).

## **EADS Innovation Works**

*Project Engineer*

Paris, France  
2007 – 2010

Project leader to fly the first electrical airplane with a licensed pilot and met our target to take off at the Green Paris Air show. Additionally, I conduct the first study on launching erectable beacons (Emergency Locator Transmitter) on Airbus A350 aircraft, in response to the A340 crash flying from Rio to Paris.

## ENTREPRENEUR VENTURES

As an entrepreneurial investor, I've actively contributed to various businesses to broaden my skill set beyond the corporate world.

- Deployed IoT projects which include a carwash system with Stripe payment, an Android marketing display using Java and Firebase, and a Raspberry Pi4-based water leak monitoring system.
- Active partner at Team for The Planet, supporting innovative startups combatting climate change
- Investor in POSVO pte. Ltd., which developed SaaS software for F&B outlets
- Investor and director at Frozen Cups pte. Ltd., contributing to the success of the "Ilaollao" yogurt franchise in Singapore, achieving a 2.8m SGD turnover over three years.

Find more about my side ventures though my portfolio: [www.maximealliot.com](http://www.maximealliot.com)

## EDUCATION (post high school)

### **ei.cesi school of Paris**

*Master Degree Engineering - Management by projects*

Paris, France  
2007 – 2010

- 3 years program focused on project management and specialized strategy, innovation, industrial leadership, digital transition. [ecole-ingenieurs.cesi.fr/en/](http://ecole-ingenieurs.cesi.fr/en/)

### **Saint Gabriel Institute**

*University technical diploma - Electrical*

Cholet, France  
2005 – 2006

- 2 years' program with a specializes in electrical equipment

## INTERESTS

Tennis | Kitesurfing | Muay Thai | Volley Ball

Trading/Crypto | Blockchain technology | Software/coding | Sustainability | Innovation

## LANGUAGE

Fluent in French and English