Maxime Alliot

Program Manager & Self entrepreneur

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PROFILE

With 10 years of experience in multinational corporations and a diverse background in personal business ventures, I am a self-motivated entrepreneur 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. More information about me can be found on my online portfolio at alliot.sg.

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 is an international high-technology group specialized in aerospace equipment. Safran has a global presence, with 79,000 employees and FY22 sales of 19 b€.

Safran Seats Asia   Singapore
Program Manager APAC   *2019 – Present*

Appointed in team of 9 Program Managers have been deployed in order to develop complex solutions to recapture customer satisfaction.

- Handling top 15 customer accounts for a 10m USD turnover. 50% faster response with pro-active actions.
- Cross-functional Team Leadership with several stakeholders in US UK & FR for problem solving.
- Program management across; on time delivery, engineering, budget, sales & customer satisfaction.
- New tools and process deployed to improve our service quality.

Zodiac Aerospace   Singapore
Regional Manager APAC – Cabin interior   *2015 – 2019*

16m USD on up sales in 2019 crafting new business opportunities to refresh airlines' cabin interiors.

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

Zodiac Aerospace   Singapore
Field Support Manager APAC   *2013 – 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).

Zodiac Aerospace   Singapore
Product Support Engineer APAC   *2010 – 2013*

Assigned as Zodiac specialist on electric, fuel and hydraulic systems in charge of Asia. Power By the Hours contract with local stocks. Quarterly reviews with customers with target of 98% service level.

EADS Innovation Works   Paris, France
Project Engineer   *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 enthusiastic entrepreneur, I actively invested and participated to several businesses. It has been an amazing journey in order to further challenge myself outside of the corporate world and to diversify my skills.

Personal projects IoT   Singapore
Independent   *2021 –Present*

Released several IoT projects by programing IoT devices. Find some examples through my GuitHub page. (github.com/MamaxeFinders).

- HMI Carwash system with Stripe payment in C language with ESP32.
- Marketing display on Android device using Java and Firebase Solutions.
- Water leak monitoring system for data center with Raspberry Pi4 on Python & HTML interface.

Team for The Planet   Singapore
Active Partner   *2020 –Present*

Time for the planet is a non-profit company finances innovative startups to fight global climate change (team-planet.com/en).

- Active investor representing the activity in Asia.
- Grow our community through local events.
- Assessor for the pre-selection of potential innovation to be financed.

POSVO pte. ltd.   Singapore
Investor   *2019 – 2020*

Online ordering and table management SaaS software developed for F&B outlets to support charity programs. Stopped during COVID due to limited bandwidth.

- Agile management through Jira with remote Dev team in India (Ionic 5 Web App & AWS).
- Deployed for 4 outlets as a menu ordering platform to overcome operational challenges during COVID.
- White paper provided to UOB bank to support their merchant (not selected).

Frozen Cups pte. ltd.   Singapore
Investor & Director   *2015 – 2018*

Yogurt Franchise launched in Singapore, "llaollao" (rebranded to "Yole") has been one of the most favorite and popular brand in the region.

- Turnover of 2.8m SGD over 3 years. Managed more than 50 local employees.
- Digitalization with cloud base human resource software customized to the franchise.
- Also launched a new pop up store "African Tandoor" for Christmas Wonderland.

EDUCATION

ei.cesi school of Paris   Paris, France
Master Degree Engineering - Management by projects   *2007 – 2010*

- 3 years program focused on project management and specialized strategy, innovation, industrial leadership, digital transition. ecole-ingenieurs.cesi.fr/en/
- Specialised in electrical and mechanical
- 4L trophy a yearly humanitarian rally across the Moroccan desert

Saint Gabriel Institute   Cholet, France
University technical diploma - Electrical   *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

French   Native
English   Professional
Spanish   Basics