

MARY Matthieu

Logistics & Supply Chain | Nouvelle Aquitaine, France

Anglet (64), France

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Experience

November 2021 – October 2023, France

General Manager Europe Convelio (International Art Logistics)

25M€ revenues, +25% growth, 50-60 FTE

Repositioned the company on most attractive markets (high end)

Completely restructured the operations and sales organizations

Developed HR, Finance, Legal departments; sponsored Tech

January 2016 – October 2021, France

Chief Commercial Officer France DB Schenker (Logistics)

€1.5B revenues, 300 sales FTE out of total 6000 employees

Led teams to deliver above market growth while optimizing costs

Designed & executed sales strategy, incl. diversification

Direct involvement with top clients & deals

September 2013 – December 2015, France

Performance VP Europe DB Schenker (Logistics)

Increased EBITDA performance by 2pts through a range of strategic projects including post-merger integration, commercial strategies

(entry in new markets), digitalization and cost improvements

Advisory / Non Executive Roles

January 2024 – Current, France

Advisor Diakomai (Consulting) - self employed

Consulting and coaching SME & Startups CEOs. Go-to-market strategies, PMI, leadership skills. Self employed

May 2011 – September 2013, Worldwide (France)

Global Account Manager Geodis (Logistics)

Direct responsibility on top client globally, restored client satisfaction and grew to 12M€ revenues

September 2007 – April 2011, France

Consultant Bain & Company (Strategy consulting)

Delivered 10 full potential and commercial plans across several manufacturing & services industries.

Education

2004 – 2007

Master's Degree Eng. & BA

Mines Paris PSL

2022 – 2004

Bachelor of Science & Eng.

Pierre de Fermat, Toulouse

Membership / Volunteering

- HBN, environmental transition association - member, since 2024
- French Tech - member, since 2023
- Local church - member since 2007, council in 2024
- Daily volunteering for my wife and 3 sons

Sabbatical(s)

- November-December 2023: after Convelio, 2 months to finish our house construction, learn about environment & social transitions (MOOC, readings, podcasts), and do a career check-up