

# Guillaume LeROUX



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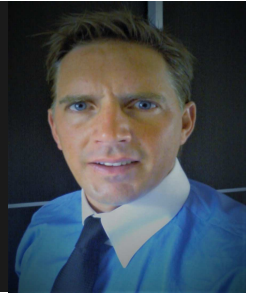
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**"EXPERIENCED & VERSATILE EXECUTIVE" SPECIALIZED IN OPTIMIZATION, NEGOTIATION & COMMUNICATION**  
MBA graduate ♦ 21 years of operations units, projects, events & sportsmen Management ♦ French, Spanish & English languages

## PROFESSIONAL EXPERIENCE

- FIFA Sports agent** - in private practice \* (Europe, Middle East, Asia & North-America) since 2008  
Contracts prospecting & negotiation for professional football players and also sporting & legal support  
Regular contact with a wide network of football players & other agents to respond to request of a hundred clubs (in 32 European countries more Qatar, UAE, Saudi Arabia, China, Thailand, Mexico, USA & Canada)  
\* excepted between 2014 & 2019 : FIFA Agent at "S.M.G." (football agency with offices in England & Greece)
- "Communication & Development" Manager** - LIGUE D'AVIRON (Lyon, France) 2007 \*  
Audit of the 55 official rowing clubs in Rhône-Alpes region and geomarketing analyse of the customer areas  
Establishment of a global communication policy (including events) and Media Relations management  
\* position left (after 9 months) on my own initiative in order to begin a new activity as FIFA Sports agent
- "Strategic development" Consultant** - STADE RENNAIS F.C. (Rennes, France) 2006 \*  
Realization, for the club Chairman (Mr. E. Cuff), of a global project based on the regional cultural identity  
\* mission stopped (after 5 months) due to a change of Presidency (project nonetheless implemented in 2009)
- "Sports events" Projects manager** - LE PUBLIC SYSTEME (Paris, France) 2005 \*  
Operational & financial management of various sports events (football, skateboard, roller, K1...)  
Significant figures : budgets of €110,000 for "Jetix Kids Cup" & €50,000 for "LG Action Sports Tour"  
\* mission not continuing (after 6 months), in spite of an offer, due to my MBA graduate thesis to draft in Catalonia
- "Manufacturing extra costs" Operations unit manager** - FLEXTRONICS (Laval, France) 2002/2004 \*  
Financial management of the "Research & Development for new Alcatel mobile phones" activity  
Operational & financial management of the extra costs with Customers & Suppliers responsibilities  
Hierarchical direct authority over 2 persons (1 senior technician & 1 senior manager)  
Significant figure : global industrial activity of €35,000,000 over 2 years  
\* position left (after 2 years) on my own initiative to get into the MBA of a management & business school
- "Manufacturing Quality" Deputy director** - ALCATEL then FLEXTRONICS (Laval, France) 2000/2002 \*  
Management of all the Quality indicators in the factory and all the Quality actions plans in the production  
Industrial representation with the Customers for any acceptance testing past for the new products  
Hierarchical direct authority over 5 persons (including 2 senior technicians)  
\* position left (after 2 years) due to an internal promotion offered by the factory Management
- "Quality supervision audits" Manager** - SAGEM (Fougères, France) 1998/2000 \*  
Establishment then management of a system of revolving & impromptu audits for any sector of the factory  
\* position left (after 1 year ½) due to a promotion offer from a world-renowned competitor

## DEGREES & CERTIFICATES

- FIFA Sports agent License** - French football federation (Paris, France) 2008  
Exam co-governed by FIFA and French "Ministry of Health & Sports" (16 accepted / 300 candidates)
- M.B.A. Sports Management (Master's degree)** - E. S. G. (Paris, France) 2004/2005  
Master specialized in Sports management (graduated with honors, final graduate rank : 5<sup>th</sup>/44)  
(Sports Management MBA ranked 15<sup>th</sup> at the world level by the independent organism "bestmasters.com")  
Graduate thesis : "The regional cultural identity : strategic opportunity for some French professional clubs ?"  
("Jury commendations" with 18/20, published in a bound book by "Editions Universitaires Européennes")
- D.U. "Sup de Tec" (University degree)** - U. C. O. (Guingamp, France) 1995/1997  
Academic diploma in industrial technology & trade (graduated with honors, pro internship in "Quality Manufacturing")
- D.U.T. Materials & Physicochemical controls (H.N.D.)** - Polytechnic (Lannion, France) 1993/1995  
Higher National Diploma specialized in physics & chemistry (pro internship in "Quality & Metrology")

## SPECIFIC KNOWLEDGE

- Languages** : French (native C2) - Spanish & English (autonomous C1/B2) - Portuguese (basic A1)
- Quality** : audit, actions plan & indicator (expertise) - norms, F.M.E.C.A. & "5S" (mastery) - Metrology (knowledge)
- Legal** : contract laws, social laws, insurance laws, fiscal laws & sports laws (knowledge)
- Computing** : Power Point, Word & Excel (expertise) - Internet (mastery) - MS Project (knowledge)
- Social networks** : LinkedIn (> 5,000 contacts) - Facebook (> 3,000 contacts) - Instagram (> 500 contacts)

## ADDITIONAL INFORMATION

- Football** : practice in official competition for 23 years (regional leagues, Finals of the "French Futsal Cup" in 1996)
- Other sports** : MTB & road cycling (3'000 km / year) - bike trekking in autonomy (1'000 km / year) - swimming - ski
- Extra-sportive interests** : ancient civilizations (Nabataean, Mayan, Rapanui...) - ecology (climate, pollution...) - politics