

Dear Mr. or Ms.:

As a dedicated leader with extensive experience, I make data-driven decisions to ensure financial strength and operating efficiency.

As the enclosed CV illustrates, I have excelled in leadership positions, contributing in companies growth by handling sales and marketing strategy, reorganizing teams and processes. Throughout my career, I have demonstrated my expertise in revenue optimisation, product development, project governance, and customer satisfaction. I look forward to bringing these strengths and more to SURVEY Copter.

Please consider the following highlights of my qualifications:

- Ensuring smooth running of operational activities with P&L administration.
- Delivering effective training and leadership to diverse teams with a focus on performance improvement.
- Experienced in partnering with R&D on new product development.
- Determining customer needs to develop and implement action plans for brand positioning.
- Experienced in transversal and direct team management including all human resources aspects.
- Skilled in writing and presenting information to a high degree effectively and persuasively across all communication settings.
- Credited with Master of Business Administration and Engineer Diploma.

As a goal-driven manager, my focus is on empowering my teams to be efficient and excel in fast-paced, highly demanding environments. Through formal training and on-going coaching, I am able to provide my staff with the resources, tools, and knowledge necessary to produce superior results. Additionally, I am adept at understanding complex business landscapes, analysing challenges, and developing lasting solutions.

Currently Managing Director for an American company, which I was able to structure and develop, I now wish to bring my entrepreneurial spirit to a new American entity looking for a representative in Europe, and to be able to contribute to the achievement of its development ambitions.

Sincerely,
François Lautel