

# Eric HANSEN

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## Competitive Intelligence & Market Research Leader

Business Intelligence Leader at ease in international contexts, fluent in English, with 20 years of experience in the management of data and information, grounded in technology and completed by an Executive MBA in Competitive Intelligence. Extensive experience in partnering with Sales & marketing Leaders to define CI strategies including: **assessment of competitive landscapes – analysis of threats, vulnerabilities and adversary opportunities – identification of partnering opportunities**. Proven experience with program and project management methodologies and a solid track record of delivering business value.

### CORE COMPETENCIES

Competitive landscape assessment

Consulting, training and coaching skills

Experience presenting to organizations  
Senior Leadership

Identification of partnering opportunities

Ability to influence and interact with  
executive leadership team members

Develop, manage and lead teams of  
Experts

Advanced analytics & dashboard

Strong ability to develop and maintain  
effective client relationships

Collaboration & change facilitator

### PROFESSIONAL EXPERIENCE

#### ALSTOM RENEWABLE POWER, Levallois-Perret, France

2013 - present

##### *PMO Manager & Knowledge Manager, 2015-present*

- Provided consulting services to program and project teams. Developed a wide array of diverse best practice and information sources.
- Led the design and the worldwide deployment of « HYDROGIS » geo-intelligence secured solution for Alstom Hydro Services.
- Market research in the software industry of "documents search solutions" for Hydro Services. Advanced data analysis & reporting.
- Organized and realized a strategic study in Enterprise Content Management & documents flows optimization for Hydro (in processing).

##### *IS Applications Portfolio Manager, 2013-present*

- Managed the global IS program and collaborated cross-functionally to develop savings strategy, identify and select opportunities.
- Executed applications portfolio optimization (280 apps): reduction of 10% of Nb of applications, 6% reduction in IS yearly recurrent costs.
- Responsible for process development, execution, measurement and standardization, performed metrics development and reporting.
- Developed analytical, organization, coaching and interpersonal skills with effective leadership, decision-making and communication.
- Synthesized research for executive reviews. Provided recommendations of actions for IS landscape simplification.

[Ref.: Mr. Vincent RUSSO, Alstom Renewable Power, IS Director Enterprise Architecture, 01 41 49 29 51]

#### ÉCOLE DE GUERRE ÉCONOMIQUE, Groupe ESLSCA, Paris, France

2012

##### *Executive MBA in Competitive Intelligence*

Executive MBA in Competitive Intelligence based on a forward-looking risk management methodology and including an academic curriculum specifically tailored to suit decision-makers' needs.

- Developed strategic vision of CI with ability to influence and interact with executive leadership team members.
- Developed detailed understanding of CI operations and tactics. Awareness of the latest intelligence collection trends and developments.
- Led competitive intelligence briefings, threats evaluation studies and managed the implementation of strategic recommendations during business cases. Simulated leading CI operations for government and industry organizations. Experienced presenting to senior leadership.

[Réf.: Mr. Christian HARBULOT, Directeur de l'École de Guerre Économique, 01 45 51 00 02]

#### GDF SUEZ, Rueil-Malmaison, France

2006 – 2011

##### *Competency Center Manager - SUEZ Environment / Degrémont*

- Reporting to the CIO, I led a team of IT professionals and business analysts providing day to day work direction and strategic planning for medium to long term projects and next generations of systems and standards.
- Led the business intelligence, knowledge management & engineering domains covering consulting services, solutions and training.
- Participated in cross-functional and cross-business meetings and operated rhythms to improve the security posture of the company.

[Ref.: Mr. Philippe SWYNGEDAU, Directeur Lyonnaise des eaux Haïti, 01 58 81 40 00]

**Knowledge Management Solution Center Manager, 2004-2006**

- Led the Knowledge management & business intelligence domains covering consulting services, solutions and training.
- Collaborate with management in developing direction, settings objectives, and building BI & Knowledge Management landscape.
- Insured successful integration of new technologies by investigations, choice of products and pilot projects.
- Managed the "KM & BI team" of 6 projects managers and senior analysts.

**Business Intelligence Project Manager, 2002-2004**

- Led successful projects for Alstom Corporate, Transport & Power.
- Provided expertise and advisory to HR and sales & marketing business teams.
- Identified potential process improvement projects and serve as a change agent.  
(technical environments: Lotus Notes, Business Objects, Hyperion Essbase, Livelink, Documentum, Learning Space)  
*[Ref.: Mr. Vincent RUSSO, Alstom Renewable Power, IS Director Enterprise Architecture, 01 41 49 29 51]*

**AT KEARNEY, Paris, France****2001****Business Intelligence, Data warehouse & Advanced analytics Consultant - AT Kearney Interactive**

- Realized market research and synthesis for executive reviews.
- Assessed "the BI solutions market" as well as identified partnering opportunities for the company.
- Developed strong analytical & evaluative thinking skills.

**SAGENT Technologies & ASTEK, Boulogne-Billancourt, France****1998 – 2000****Business Intelligence & advanced analytics Consultant**

- Provided expertise, consulting and services to sales & marketing departments. Built and deployed data warehouses, datamarts & dashboards for decisions makers. (technical environments: Windows, SQL Server, Cognos Impromptu, Cognos Analyzer)

**EDUCATION****École de Guerre Économique (EGE), Groupe ESLSCA. Paris, France****2012****Executive MBA in Competitive Intelligence****École Supérieure d'Informatique – Électronique – Automatique (ESIEA). Paris, France****1997****Engineering degree in Digital & Computing Sciences****PUBLICATIONS**

- Article ● **"L'intelligence économique, botte secrète du pilotage de projet"**, October 2015, Synfie
- Article ● **"Cachez cette IE que je ne saurais voir"**, June 2015, Synfie
- Article ● **"Affaire du poulet chloré américain"**, November 2013, knowckers.org
- Article ● **"Le capitalisme cognitif "**, October 2013, Archimag
- Article ● **"Affaire cartes de crédit NFC"**, May 2012, knowckers.org
- Conference ● **"Conférence ISEG - Retour d'expérience - sur l'intelligence économique"**. Paris, January 2015
- CI analysis book ● **"Le Marché Privé de l'Information"**, July 2013, Collection AEGE, Éditions Numériques de LABOURDONNAYE
- Personal blog ● **"Zizanion - HR, teamworking.& coaching"**, <http://zizanion.over-blog.com/tag/rh>, 2013/2014

**LANGUAGE SKILLS****French** (native) and **English** (fluent)**VOLONTEER****Syndicat Français de l'Intelligence Économique** ● Member of the Board - Treasurer ● Events & marketing