

Julien PILO (32) – Business Analyst



9 years of experience including 6 years in Consulting

The last 5 years in Euler Hermes and Atradius within international project teams

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TRAINING EDUCATION

2017 BABOK
2016 AGILE
2014 SHAREPOINT
2013 LEAN SIX SIGMA

2007 MASTER 2 ESG – Wealth Management
2006 MASTER 1 ESGF – Finance
2005 BACHELOR EUROMED – Finance
2004 IUT Business Management

Business Areas



■ CIB ■ Credit Insurance ■ Bonding

PERSONAL SKILLS

QUICK LEARNER
FLEXIBLE
INTERPERSONAL
ABILITY TO WORK WELL UNDER PRESSURE

CRITICAL THINKING
DEPENDABLE
SELF MOTIVATION

ACTIVITIES

Business Analysis: 😊😊😊
Define scope analysis
Process Improvement (*business & project*)
Functional architecture
Traceability Mapping & Gap Analysis
Functional Specifications & Setup definition
Coordination IT & Business
Applicative & Evolutive Maintenance

Testing Activity: 😊😊😊
Test Design & Run
Tracking & Reporting
Dev teams Support
Users and Testers Support

Change Management: 😊😊😊
Test Design & Run
Tracking & Reporting
Dev teams Support
Users and Testers Support

PMO: 😊😊😊
Budget & Planning tracking
Roadmap definition
KPI improvement

SOFTWARES



BUSINESS PROCESSES

Insurance
Customer Acquisition
Contract Management
Invoicing & Accounting
Bonus/Malus, Commercial Gesture
Chasing & Dunning
Claims Management
Intermediaries Management

CIB
Collateral Management
Portfolio Reconciliation
Deal Confirmation & Settlement

Transverse
Workflow & Document management (Events, Tasks & Documents)
Security Matrix
Interface analysis

Bonding
Customer Acquisition
Account Data Management
Invoicing & Accounting

Atradius Business Analyst – April 2016 - April 2017 (13 months)



WEBOND PROJECT: New Policy management system implementation for Bonding

- Business requirements gathering and writing
- Business requirements validation and alignment between all stakeholders
- Functional analysis on current IT architecture
- Process harmonization improvement

Euler Hermes Business Analyst – July 2014 - April 2016 (22 months)



GALILEO PROJECT: New Policy management system implementation for Credit Insurance

- Business requirements gathering
- Business requirements validation and alignment between all stakeholders
- Functional specifications writing and validation with IT
- Test design validation & support to testing team
- Defects filtering and analysis
- Users Guides revamping and communication via an intranet (Sharepoint)
- Change management support
- Process optimization and harmonization

Tag'by Business Analyst – February 2014 - April 2014 (3 months)



The digital connection with visitors in physical venues

- Project framing and diagnosis
- Business requirements modeling and functional specification drafting
- Test cases design and run

Euler Hermes Business Analyst – November 2012 - January 2014 (15 months)



GALILEO PROJECT: New Policy management system implementation for Credit Insurance

- Core Business project team support for functional architecture topics and for Test phases
- Leading a Task Force on bug fixing: work closely with software provider team (*2 months spent in Tel-Aviv to train and give support to Dev teams*)
- Change management support
- 6 months spent in Hamburg to train and support local teams
- Support to local business team for DE gap analysis (*1st roll out*)
- Coordination between IT and Business all along different project phases
- Application Maintenance once delivered in Production

Euler Hermes Functional Architect – March 2012 - October 2012 (8 months)



GALILEO PROJECT: New Policy management system implementation for Credit Insurance

- Ensure Target Operating Model consistency
- Analysis of each and every Business Processes and impacts assessment on all interfaced applications
- Traceability mapping between Business requirements (about 1300 BR) and Specifications
- Implementation of a new RFC process
- Manage an Arbitration Committee and decision-making aid to Business stakeholders

SGSS Middle Officer OTC – October 2011 - February 2012 (5 months)



Collateral Management & Settlements

- Cash flows confirmation relevant to collateral management
- Collateral exposure handling and interests calculation on deposit
- Analyze of 'Pending' flow in SUMMIT
- Solve cash breaks and reporting
- Writing and updates of procedures relevant to the desk

SGCIB Consultant Organization – January 2011 - June 2011 (6 months)



Portfolio reconciliation optimization

- Scope definition
- Discrepancies analysis from Trioptima to internal applications (full scope analyzed and solved)
- Improvement of some interfaces to collect data correctly
- New portfolio reconciliation process according to ISDA agreement
- Drafting of new procedures to analyze unmatched deals
- Change management, training users

BNP Arbitrage Back Officer OTC – June 2010 - November 2010 (6 months)



- Deal confirmation with counterparties and Recording in 'Murex'
- Settlements confirmation
- Stock and Cash reconciliation – Front to Back
- Reporting and tracking of pending cash breaks

BRED Banque Populaire Middle Officer – April 2008 - April 2010 (24 months)



Collateral Management

- Portfolio reconciliation (TRIOPTIMA)
- Daily margin call handling
- Interests calculation on deposit
- Dashboard follow-up and reporting for Risk team
- Writing of new procedures afterwards 2008 crisis
- Migration of the collateral activity in KTP – active involvement for test phases and production delivery

Cash flow controlling

- Tracking of bank accounts balance of Bred' activity
- Communication to Front Office
- Controlling of incoming/outgoing flows ; communication with all Back Office desks
- Bank account reconciliation

In&Fi Crédits Credit Broker – August 2007 - March 2008 (8 months)



- Develop new partnerships to generate new business
- Advising prospects, preparation of financial files
- Strengthening relations with Banks, intermediaries and clients