

Jerome Dumetz
Nationality: French

www.clamart.net/cross-culture



Work Experience

11/2002 – Today **Cross-cultural Management Specialist**

- Consulting in cross-cultural management to western and Russian firms in Russia, organization of cross-cultural trainings; (see www.clamart.net/cross-culture)
- Certified Berlitz and Prudential Cross-cultural trainer;
- Lecture MBA students in Cross-Cultural Management and International HRM in various business schools such as the REA Plekhanov, AIBEC, Mirbis, ESSEC.
- Research (in view of a PhD) in the field of cross-cultural management with a focus on the similarities between the modern Russian business culture and the Imperial Russian business culture.
- Coordination of the translation of F. Trompenaars' book "Riding the waves of culture", update of the content concerning Russia and collaboration in the writing of a dedicated chapter.
- Publication of articles in the field of cross-cultural management for the Economic Conference of the REA Plekhanov, and in various revues such as the Moscow Times, the Moscow News, Passport, The RBCC bulletin, etc.
- Guest speaker in many conferences organized by the American Chamber of Commerce, the European Association of Businesses, the Club France and others.

Plekhanov Russian Academy of Economics

Graduate School International Programs Coordinator

Main and oldest Economic and Business School in Russia (founded in 1907), 12,000 students (about 500 in the international department), 2,000 staff members.

- Coordination of international partnerships, exchange and joint-programs at Master's level (signature of double and triple degrees agreements)
- Lecture Master's level students in Cross-Cultural Management.
- Management of the set-up of a MBA in Luxury Goods Distribution

4/2001 – 9/2002 **Various organisations**

Business Development Consultant

- Set up the sales strategy of a French start-up specialized in performance testing of web sites the company; provided managerial and strategic recommendations to the CEO.
- Consulting for a windows maker company, production process consulting to the General Manager.
- Set up the Business Plan of a French start-up company, a sport events gambling site.

9/1998 – 2/2001 **Abvent, North America (San Francisco then Montréal)**

Sales Manager

French Software company founded in 1985, \$10 million of revenue, offices in Europe and North America. Software editor and distributor specialized on CAD, CAD visualization and Multimedia.

- Second employee of the subsidiary, 8 persons at my departure,
- Identification and selection of distributors in North America first, and, in a second step, modification of the business strategy towards direct sales and OEMs,
- Seeding of the first business contacts, goals met each year,
- In charge of Direct Marketing: exhibition at trade shows (Mac World, Siggraph...), set up of promotional tools and product launches,
- Recruitment of an Office Manager and Sales Assistants.

1/1997 – 7/1997 **Citilink Exclusive Personnel, Moscow, Russian Federation.**

Account Manager

Russian recruitment agency working for foreign owned companies.

- Lead of interviews (low management positions), qualification of English and French speaking candidates,
- Advised the management on recruitment strategies.

- 5/1995 - 9/1995 **Tréfil Europe (Usinor Group), Vincennes, France.**
Charged of a Market Survey
 – Under the management of the Marketing Director, realization of a market survey.
- 1/1995 - 5/1995 **RoschimsynteZ, Saint Petersburg, Russian Federation.**
Junior Account Manager
 Russian freight forwarding company specialized in petro-chemical transportation.
 – Prospection of new foreign clients installed in Russia,
- 4/1994 - 9/1994 **Innovative Trade Resources (ITR-USA), San Francisco, USA.**
Junior Marketer
 Consulting company in economic development, in partnership with French regions.
 – Prospection of North American companies willing to set up subsidiaries in France (trade shows, tele-marketing, mailings...)

Languages

French & English	Fluent
Russian	Conversation level
Spanish	Intermediate level (little practice in the past three years)
Dutch	Notions

Computer Skills

Work on Mac and Windows. Proficient in MS Office programs, CAD and multimedia software programs (web tools).

Education

- 1998 International Business School (Hanzehogeschool van Groningen), Holland. *Bachelor degree.*
 International Business School with special focus on cultural conflict resolution in management and marketing
- 1997 The Plekhanov Russian Academy of Economics, Moscow, Russian federation.
“Specialist/Economist” degree.
 Russian language and international business studies, focusing on Eastern Europe emerging markets.
- 1992/1995 ISEA, Paris, France
BTS de Commerce International
 French State diploma of International trade, logistics and business activities.

Miscellaneous

President of Espace St Jo – Le Vieux Théâtre

- Cultural and civic association. Setting up of Art exhibitions, civic conferences and Theatre representations in a refurbished local theatre.

Member of the Students Foundation of the International Business School

- Member of the Sounding Committee; Chairman of the IBS Yearbook Committee.

Co-organizer of Clamart en Musiques

- First Music Festival in Clamart, Paris outskirts, (budget \$40.000) 100 bands and 5,000 spectators.

Treasurer of Clamart Dakar

- Humanitarian project, construction and settlement of a library in Dakar (budget \$30.000), Sénégal.

References available upon request