

Frédéric PRIEST
ENSAM Engineer (Arts & Métiers ParisTech)



1 Square Shakespeare
78150 LE CHESNAY
+336 89 79 43 89
frederic.priest@orange.fr

OBJECTIVE

Business Development Director

WORK EXPERIENCE

COLAS GROUP

October 2024-Present Contract Manager of COLAS RAIL IVORY COAST (CR CI) – Project of Abidjan Metro-Line 1

- Management of the main contract in support of the CR CI Project Director.
- Development and monitoring of contract management processes, procedures, and tools to improve work processes related to contract administration.
- Coordination with the project management team, overall leadership, and relevant partners/stakeholders to carry out construction activities in accordance with the contracts and schedule.

2020-2024 (September) Business Development Manager of COLAS RAIL (CR) Business Development Division (CR– Design & Build of railway infrastructures - 5600 employees – Turnover: 1.1Bn€)

- Business development (focus on urban mobility: tramway and metro projects): Israel (Tel Aviv), Ukraine, Australia (development of e-mining project (electrification of mining trucks)).
- Marketing: market studies (railway infrastructures, H2 (HRS), E-mobility (charging infrastructures for electric buses in depots), E-mining (electrification of mining trucks equipped with pantographs)).
- Development of new business segments and new CR turnkey offers (Europe (focus on France): HRS (EPC offer – award of Dunkerque H2 station Project-12,7M€), E-bus turnkey offer).
- Identification of potential clients (HYNAMICS (EDF)–3 HRS EPC offers submitted from mid 2022) and partners (ARIANEGROUP).

2017-2019 (December) Director of Development Sub-Saharan Africa of CR International Division (DGI)

- Definition of commercial strategy for Sub-Saharan Africa.
- Analysis of international markets and country risks (South Africa, Ghana, Kenya, Nigeria, Tanzania, Senegal, Mauritania, Gabon, CIS).
- Development of a network of partners (MOTA-ENGIL, YAPI MERKEZI, WBHO, BOMBARDIER TRANSPORTATION, SIEMENS MOBILITY) and African potential clients (public contractors (TRANSNET, PRASA, GAUTRAIN MANAGEMENT AGENCY, SETRAG, ANCF, SNIM, KENYA RAILWAYS) and private contractors (DANGOTE, GRANDE COTE OPERATIONS, SETRAG Transgabonais renewal works (16M€-ERAMET Group)).

- Selection of projects and tenders (identification and targeting of railway infrastructure projects (focus on urban sector: tramway and metro)>15M€). Upstream commercial development of railway projects.

EIFFAGE GROUP

2015-2016 (December) Commercial Director Algeria of EIFFAGE INFRASTRUCTURES Branch-International Projects Division (23500 employees – Turnover : 4,4Bn€ (export turnover : 45%))

- Development and updating of the business plan for Algeria.
- Creation and opening of EIFFAGE GENIE CIVIL Office in Algiers.
- Development of partners network (COSIDER Group) and potential clients (Ministry of Public Works, Hydraulics and Infrastructures).
- Selection of projects and tenders (identification and targeting of projects of infrastructures ((roads and civil works) - amount>30M€)).

2014- 2015 (July) Export Sales Director of EIFFAGE METAL Branch

- Development and updating of the business plan for Maghreb area.
- Contribution to offers making (finalising tender proposal) and offers monitoring in the sector of steel construction (ARDIS (Oran) – Letter of award (7,9M€)).
- Contribution to offers making (finalising tender proposal) and offers monitoring in the mechanical industry sector (ARCELOR MITTAL ALGERIE (Annaba) – Offer (11,8M€) made in partnership with SCHNEIDER ELECTRIC Company).
- Negotiation of a partnership agreement between FMC Technologies Company and EIFFAGE METAL.
- Clients: SNC-LAVALIN (Power station of Hadjret En Nous – inspection of travelling cranes), FMC Technologies Company (1M€).

2012 – 2014 (July) EIFFAGE CM LIBYA Branch Manager

- Development and updating of the business plan for Libya.
- Creation and management of the Branch in Tripoli (4 employees – Turnover 2012:300k€ - Turnover 2013:800k€ - Turnover 2014 (July):1M€).
- Profit Margin: from 9% to 15% margin on the missions and projects.
- 2014-2015 Award: AGOCO (2,5M€), GECOL (1,9M€).
- Accounting (annual financial report) and monthly financial report.
- Contribution to offers making (finalising tender proposal) and offers monitoring in the sector of steel construction (HIB (27,8M€)).
- Contribution to offers making (finalising tender proposal) and offers monitoring in the sector of energy and oil & gas (technical support (valves, turbomachines, turnaround), maintenance (MABRUK -55M€) and EPC Projects (AGOCO-17M€)).
- Clients: LIFECO (JV NOC-YARA), MABRUK (JV NOC-TOTAL).

2012 – 2012 (October) Export Sales Director of EIFFAGE Construction Métallique Group (ECM – 5044 employees – Turnover: 892M€).

- Contribution to the definition and the implementation of the business strategy for North Africa.
- Identification and selection of partners and sub-contractors.

VINCI GROUP

2010 – 2012 (May)

Deputy General Manager in charge of operations of Horizontal Drilling International (HDI – 45 employees – Turnover: 15M€) (SPIECAPAG - ENTREPOSE Contracting Group).

- Management of operations has contributed to the improvement of the HDI profit margin from 100K€ in 2009 to 600K€ in 2010 (margin has been multiplied by 6).
- Supervision and monitoring (planning, allocation of resources, cost control and claim management) of Horizontal Directional Drilling (HDD) projects (South Africa, UK, Morocco, Belgium, France) and micro-tunnelling projects (France).

COLAS GROUP

2008–2010 (January) **Operations Manager of HDD activities and micro-tunnelling activities of HDI (SPAC Group).**

- Management by objectives of 3 Engineers - Project Managers: daily reporting, control of financial results (use of a Cost Control tool).
- Coordination of equipment and human resources to optimize operational planning of 14 sites in 2009 and 10 sites in 2010.
- Responsible for the Quality process « preparation of site » and the Quality process « realization of site ». Trouble shooting actions.
- HDI careers management (22 technicians and 5 site foremen).

2007–2008 (February) **Project Manager of HDI.**

- Management of Projects (total amount: 9M€) during 5 months in India for RELIANCE Group: management and supervision of a horizontal directional drilling crossing (1.5M€) and organization of the demobilization of HDI equipment (40 containers – 1.3M€) from India to France and Singapore.

FRENCH MINISTRY OF THE ARMED FORCES - ARMY

2006–2007(August) **Manager of anti-tank missile experimentation projects – “Section Technique de l’Armée de Terre” (STAT) in Versailles–Satory.**

- Management of projects in liaison with private companies and the “Direction Générale de l’Armement” (DGA).

2004 – 2006

Intelligence officer in a Brigade staff.

2002 – 2004

Officer in command of an infantry company (160 professional soldiers).

- Management by objectives, plan of action, annual interviews (in charge of the careers follow-up of 40 persons (officers and non-commissioned officers)).

- Responsible for the control of districts in Kaboul during 4 months.

1995 – 2002

Platoon and section leader, deputy officer of an infantry company, staff officer.

- Several missions of security in France, officer in charge of a military compound in French Guyana (4 months), deputy officer in charge of the maintenance of armoured vehicles (12M€), operations officer of a Battalion staff in Kosovo (5 months).

EDUCATION

2024 (November)	COLAS Training “Project Steering, Contract Management Level 2”
2024 (June)	ESSEC Training « Innovation & Design Thinking”
2020 (November)	HEC Executive Education Certificate “Selling value creation to clients”
2019 (April)	COLAS Training “Ethical and Responsible Leadership”
2010 (April)	ENTREPOSE Contracting training “Safety Leadership”
2009 (February)	COLAS training « negotiations, behaviours and tactics ».
2008 (December)	COLAS University (phase 2 – level of Business Unit manager).
2004-2005(February)	French military Staff College (EEM – Compiègne). International working groups and management of projects.
2002 (February–May)	French military School of Infantry (EAI – Montpellier).
1996 – 1997	Management of teams (from 30 persons to 160 persons).
1995 (February–May)	French military School of Cavalry (EAABC - Saumur).
1992 – 1994	Institute of Political Studies (Strasbourg). Option: International Relations
1989 – 1992	Diploma of Engineer (ENSAM – Arts & Métiers ParisTech). Option : Management of production and quality control.
English	Fluent

INTERESTS AND ACTIVITIES

Community	Member of the Arts & Métiers group of Versailles.
Activities (sport)	Golf, bike, running.