

Welcome to INSEAD Networking for Job Search Monthly Workshop

You registered to participate in the up-coming INSEAD Networking for Job Search workshop (usually, every 3rd Tuesday of the month from 6:30 pm to 8:30 pm). To benefit from this workshop, please

- read the following memo,
- complete the “Networking Profile” on page 2 and send it to Giuliana (giuliana@inseadumni.fr) so that your inscription to the workshop is confirmed.
- Make sure that you have completed your short description as it is very useful for people willing to connect you to another contact
- Rehearse your 2 minute pitch to present yourself and your project.

Introduction

Looking for a job is not an easy task and the INSEAD Alumni Association France is here to help.

Typically, a job search can be seen in 3 steps:

1. To take a step back to learn from your career: your hard skills, your soft skills, your motivations, ...
2. To define your professional project
3. To Execute Executing your job search.

This last step can only happen if you have been through the first two steps. Otherwise, you will waste some precious networking contacts for nothing. INSEAD Networking for Job Search, many career workshops organized by IAAF, can be helpful at any of these steps.

Key Objectives

These meetings are targeted to Alumni who are looking for a job (whether they are out of job or still working) with 3 main goals:

- To ensure that alumni looking for a job are not alone. (step 1)
- To offer some feedback on their job search: professional project, 1 minute pitch, actions already undertaken, ... (steps 2 and 3)
- To share contacts to either help alumni define their professional project (step 2) or facilitate their networking approach.

Process

These 2 hour workshops are limited to 10/12 participants. Each participant has therefore 10 minutes to pitch and receive feedback and contacts. The more you speak, the less time you will have to get feedback or contacts from the other participants.

Depending on where you are in your process, you might just want to test your 1 minute pitch or present your professional project to get some contacts. In that case, it is crucial that you complete the « fiche réseau » on the second page (in French or English) and send it to Giuliana at the latest on Monday prior to the meeting.

Benevolent facilitators are here to manage the process and be time keeper. Of course, they may also give you personal contacts.

After the meeting, feel free to extend the discussion in a café nearby. You will find some cafés at the corner rue des Acacias / avenue Carnot). You can also make arrangements to meet other participants later. Taking time to have a longer exchange is a good way for you to deepen your project and get additional contacts.

If French is not your native language, feel free to speak English as everyone in the room understands and speaks English.

Participants engagements

After you have participated in one of our meetings, you are welcome to come back as there will be new participants and therefore, new contacts for you.

Once you find a job, please let Giuliana know so that she can inform the group. We would also appreciate that you consider yourself as a resource for other alumni searching for a job.

Networking Profile

Abraham LINCOLN



☎ : 06 12 24 36 72

MBA INSEAD
Ecole Centrale Paris
50 years old

[in](https://www.linkedin.com/abraham-lincoln) : <https://www.linkedin.com/abraham-lincoln>

✉ : abraham.lincoln@memorial.net
French & English

Objective:

Director M&A Corporate Development (international industrial group)

Short description (easy to be cut and pasted by someone willing to introduce you to another contact)

Leveraging my dual background (engineering & INSEAD) as well as my 25 year experience, I advised heavy duty industry groups in M&A and capital development.

Key competencies and values:

- Manage development projects (analyse, execute, implement)
- Run M&A and strategic alliances projects
- Financial controller
- Information systems.
- People management

Professional experience

2015-2019	Interim management and consulting (industrial groups and investment funds)	
2010-2015	Transdev (CDC) – people transportation	Chief Officer in charge of financial operations
2007-2010	LaRoche Industries Inc – Chemistry	Business Development Director Europe
2003-2007	Clinvest - Investment Banking	Consultant in M&A
2000-2003	Crédit Lyonnais – Investment Banking	Financial Analyst
1995-2000	Institut Français du Pétrole – R&D	Engineering

Targeted companies profile:

- Holding with diversified portfolio with a revenue between 100 and 1.000M€
- Build-up strategy and international development
- BtoB – tech companies
- LBO

Targeted industries & companies:

- Engineering companies, Transport, Energy, Environment, Technip, Assystem, Bolloré, SIIF Energies...
Veolia Water, Vinci Energies, Spie, INEO...
Rubis, Paprec, Seche Environnement, Anthea...
- Sea transportation, offshore oil extraction,
Bourbon, CMA-CGM, Louis Dreyfus, MSC...