



June/July 2005

This newsletter is also available online at:
<http://www.essecusa.com/newsletter/newsletter.htm>

ESSEC USA Community

ESSEC USA Spring Survey

Share your opinion on ESSEC USA's activity by answering the Spring Survey! Because your opinion really does matter, ESSEC USA has decided to launch a survey to learn more about your expectations and to improve the quality of our services. Thanks to all of you who already gave us their feedback during our last General Meeting in March 2005! For the others, we count on your active participation! It is very quick and simple. The survey is made of five straightforward questions and you can answer either in English or in French. [Read and answer the survey.](#) Please, send your answers to [Anne-Laure Gilard](#), ESSEC USA VP Communication.

Job Forum

Ready to relocate

Looking for a position in the luxury sector in New York

Dynamic ESSEC graduated with one year of professional experience within the Market intelligence department of a leading luxury group, I am now looking to use my polyvalent and multi-cultural skills along with my knowledge of the luxury goods market in a role that will enable me to gain a more on-the-field experience of the luxury sector in the US domestic market. [Read more.](#)
[See resume](#)
Contact: [Esmeralda Kosmatopoulos](#)

Looking for a position in the United States

I am a 1999 ESSEC alumni and I will join very soon an MBA program in the US: Kellogg or Wharton. My French partner, who has a degree in finance, wishes to relocate with me. She is therefore looking for a job or an internship in finance or management-control. But as you know, it is difficult for internationals. That is why I am calling the ESSEC community for help. If you hear about opportunities in such areas, in the whereabouts of Philadelphia or Chicago, please, contact me. Thank you all!
[See resume](#)
Contact: [Romain ICHBIAH](#)

Looking for an internship in the United States

Young ESSEC recently graduated of the Master in Strategy and Management of International Business looking for an internship for at least 6 months, in global sourcing/purchase, international marketing or sales. [More info](#)
[See resume](#)
Contact: [Rahim ANWAR](#)

Job offer

Senior Project Associate for Astris Finance, subsidiary of Dexia, based in Washington

Astris Finance, a US subsidiary of Dexia Credit Local, is looking for a Senior Project Associate to join its structured finance practice. This young, fast-growing firm specializes in financial advisory services, mostly in Latin America. Looking for a fluent Spanish and English speaker with skills in financial modeling for Project Finance. The job involves frequent trips to Latin America.
[More info](#)
Contact: [Fabrice Henry](#)

In This Issue

- **ESSEC USA Community**
- **Job Forum**
- **AAGEF Upcoming Events**
- **Interview**
- **Thank You**

AAGEF Upcoming events

Monday, June 27th, 2005

"Re-branding Panel: A Discussion about repositioning and Resuscitating Consumer Brands"

Hosted by **The Columbia Business School Alumni Club of New York**

Time: 6:30pm – 8:30pm
Location: Walker Group, 95 Morton Street
Registration fee: CBSAC/NY and NYBSC Members \$20; Non-members \$35.
Please reserve early, space is limited!

www.cbsacny.org

[More info](#)

Contact: [Marie Curi](#) and [David Prince](#)

Tuesday, June 28th, 2005

"All-MBA Happy Hour"

Join over 150 other alumni to enjoy a full bar and foodservice menu in a peaceful and fun spot with great views of the Hudson River!

Time: 6:30pm – 10:30pm
Location: Boat Basin Café, 79th street and Hudson River

[More info](#)

Wednesday, July 6th, 2005

"Contemporary Architecture in a Global World"

A presentation and discussion with Chien Chung Pei, Principal, Pei Partnership Architects

Time: 6.15pm
Location: SOFITEL Auditorium, Sofitel, 45 West 44th street, New York, 10036
Registration fee:

- Online registration \$10 for AAGEF, NYBS and Pratt Members
- \$20 for non members and payment at the door

[More info](#)

[Register online](#)

RSVP to [Anne de Louvigny Stone](#)



Interview of the Month: [Blandine Aujoulet](#) (ESSEC 02)

Q1: Tell us about your background and current job. What are your responsibilities?

I graduated from ESSEC in 2002. I am currently an account executive at Air France, where I am responsible for a portfolio of travel agencies and corporations located on the East coast. I am in charge of developing AF's sales within these accounts by maintaining strong business relationships with them, providing them with information about the AF product and monitoring their results. Prospecting and identifying new opportunities for AF is also an important part of my job.

Q2: Why did you decide to come and stay here?

I came to New York to do a one-year internship at AF in order to complete my studies at ESSEC. At the end of my internship I was lucky enough to be hired as an analyst. I decided to stay and strengthen my experience here as I think that a longer experience is better in order to learn more both professionally and personally speaking.

Q3: What advice would you give to ESSEC graduates who would like to come to work here?

Get in touch with the alumni association, contact French corporations, as unfortunately American corporations don't really know our diploma very well yet. And most importantly, be open to any opportunity: you may start with an internship in an industry or in a position that you hadn't thought about at first but this can lead to great things!

Q4: How do you think your ESSEC background helped you to be where you are?

I think ESSEC taught me to be independent and reactive and that is certainly a plus when you live abroad, where you have to adjust to a new environment, both in your professional and personal lives. I learnt that especially through the student association I was part of (ESSEC Entreprises International now called ESSEC Conseil International), which gave me the opportunity to travel and work abroad on different consulting missions.

Q5: What do you consider as your role in the ESSEC family?

Help out other students find their path; help them decide how to advance in their career. Help them find an internship if I can.

Q6: Why do you think people should participate to the fundraising?

ESSEC is very well known in France, now it is time to expand that name internationally. Anything that can contribute to improving the school can help achieve that. I feel that our diploma means a lot in France but not beyond France's borders. At a time when so many young graduates want to work abroad, we need to promote our school so that we can widen our opportunities and not only rely on French companies when looking for a job abroad.

Thank you Blandine and welcome...

ESSEC USA Community

Please, welcome our new Newsletter Editor at ESSEC USA Office.

I have the pleasure to announce you that from now on, [Blandine Aujoulet](#) (ESSEC 02) will take over the newsletter editorship. To learn more about her background, please refer to the interview of the month.

As for me, I am going back to France to complete the Master's Program in Logistics and Supply Chain Management at ESSEC. It has been a great experience for me to be part of ESSEC USA and to interact with some of you. Finally, I am thankful to those of who sent me supportive and encouraging emails related to the newsletter!

[Bopharath Iem](#), ESSEC USA Newsletter Editor

Contact the ESSEC USA Chapters:

- [Chicago](#) – Damien Zinck
- [Miami](#) – Ovidiu Sofronia
- [Los Angeles](#) – Stanislas Debreu
- New York – TBA

Thank You

Please feel free to send us your questions, comments or suggestions.

We hope you enjoyed reading this Newsletter and we look forward to seeing you at one of these events.

Best regards,

[Bopharath Iem](#) and [Blandine Aujoulet](#)
ESSEC USA Newsletter Editors