



January/February 2006

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

ESSEC USA Community

Point sur la Campagne de développement ESSEC USA

«Chers amis,

D'abord merci à tous ceux qui ont déjà contribué à notre campagne de développement ESSEC USA qui a été lancée le 13 décembre dernier à la suite de la visite de Pierre Tapie. Les membres du Comité de Direction du Groupe ESSEC ont été extrêmement impressionnés par les résultats obtenus, quelques semaines seulement après le démarrage « officiel » de la campagne. Nous avons en effet, grâce à treize de nos anciens, déjà atteint \$127,000 de pledge à fin 2005. Ce chiffre ne comprend pas encore le « corporate matching », dont les montants seront à confirmer avec les sociétés participantes (AIG, Merrill Lynch, etc...).

L'interview de François Pages, qui nous explique pourquoi il a contribué à cette campagne, est une invitation généreuse à nous rejoindre pour rendre à l'Ecole un peu de ce qu'elle nous a apporté.

Si vous n'avez pas encore contribué, je vous serais reconnaissante de relire ma lettre ci-jointe ainsi que les formulaires d'adhésion à la campagne et de nous aider à atteindre nos objectifs de campagne.

Votre bien dévouée Présidente,
Anne de Louvigny Stone »

[Fundraising letter](#)

[Donor's form](#)

[Mr Tapie's letter](#)

Job Forum

Job offers

France Telecom in New York has 3 exciting offers!

1/ Associate Manager, Business Development, Fixed Internet and Multimedia Services Group

Assist the Business Development department with researching and analyzing the evolution of the North American residential communications market on specific topics related to new products and services and marketing strategies relevant for the France Telecom Group.

[More info](#)

2/ Pricing & Catalog of Services, Associate, within the Integration & Outsourcing Group

Contribute to the redaction and customization of the Catalog of Services offered to France Telecom Group outsourced customers in the US. Assist the Pricing & Catalog of Services, Manager with any Catalog of Services evolutions, updates and communication to the customer as well as internally to the project team.

[More info](#)

3/ Intern, Business Development, within the Strategy and Players department

Looking for a candidate with a strong appeal for strategy, market and financial analysis, for an analyst position internship.

[More info](#)

For these offers, please contact: [Yolanda Hurtado](#)

In This Issue

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

AAGEF Upcoming events

Wednesday, March 8th, 2006

Conference and happy hour organized by AAGEF:

"The influence of brands on cities' development and evolution"

Francis Cholle, President of "The human company" and Thierry Peltrault, Architect and Designer, will talk about architecture and urbanism and how they are influenced by the creativity of brands.

Location and time: TBA

Other upcoming events

Tuesday, January 31st, 2006

Daniel Schimmel (ESSEC 93) invites you to **The meeting of the Young Arbitrators Forum (YAF)**.

YAF is a working group for young practitioners in the field of international dispute resolution. Please join us for an interactive discussion of recent developments in ICC arbitration and investment treaty arbitration.

Location: Shearman & Sterling, 599 Lexington Avenue, NY

Time: 6:00 pm discussion; 8:00 pm cocktail

Registration: Email [Pat Logan](#)

[More information](#)

Thursday, February 9, 2006

Columbia Business School Alumni Club presents

"How to become a superstar in your field – Achieving extraordinary success by becoming a master net worker"

In this interactive seminar with Olivia Fox Cabane, you will learn immediately applicable tools to be a successful net worker.

Location: The Warwick Hotel, 65 W 54th street, corner of 6th avenue

Time: Registration and reception 6:00 to 6:45pm; Program 6:45 to 8:00 pm

Registration: Pre-registration necessary at <http://www.cbsacny.org/>;

Cost: CBSAC/NY members \$20; Non-members \$35

[More information](#)



Interview of the Month: Francois PAGES, ESSEC 79

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

I am ESSEC Class of 79. I spent my entire career in the finance area, in Europe, Asia (for about 10 years), and in the US (over the past 7 years). For years, I have been a derivative market specialist (Interest Rates, Fixed Income, and Equity). I am now working for Calyon (the Corporate and Investment Bank of the Credit Agricole group; the "animal" born from the merger among Credit Agricole, Banque Indosuez and Credit Lyonnais). Based in New York, I supervise the Capital Market, Brokerage and Investment Banking activities of Calyon in the Americas.

Why did you decide to come to the USA and stay here?

It's obvious! After some experience in Europe and Asia, New York was the place to be to continue my career in the financial markets. In our business, North America represents 45% of the world market; it is the land of financial innovation and source of endless opportunities.

On a personal point of view, to be honest, it is not the Americas or the US which attracted my family and me to come and live here...it is New-York City: its culture and energy, the people that you can meet and the sound balance of this unique city.

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

"tout petit déjà"...during my school years at Cergy I was interested by the world of international finance; ESSEC gave me access to a strong academic college in finance which at that time was quite "à l'avant-garde" in France and which was very influenced by the famous school of Economics of Chicago. While these markets were nascent, ESSEC was proposing among the first course on derivatives ever taught in Continental Europe at that time. Thanks to ESSEC I also found my first internships in Asia (in China and Singapore); we were clearly encouraged to have experience overseas. These two elements really triggered where I am now.

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

Be tenacious and focus on what you want to do (whatever the area of industry). In this country, the one who wants to achieve will succeed; but he has to understand that the competition is high. In my activity, New York continues to be a magnet for talents coming from all over the world. As the visa process in the US is cumbersome, the one who gets the possibility to come and work in the US needs to make a maximum out of it. The "tourist" has better to come in the US for "tourism" (it is a great destination!!) but not to work here (or he will be quickly excluded and marginalized).

You just made a very generous contribution to the ESSEC USA fundraising campaign. What reasons motivated your decision?

We all understand that education is an investment crucial for the development of a nation. In France over the past 100 years, we collectively delegated implicitly to the state this function. Unfortunately for global economic reasons, the French State can't keep up!! Private initiatives consequently need to take the lead; it is crucial if we wish Europe to continue to be at the forefront of innovation, creativity and economic dynamism. Corporations are more and more involved, but it appears to me that individuals, who have been lucky in their professional career, have to give back to the ones who educated them for the benefit of the future generations.

ESSEC has enjoyed tremendous growth, but the facilities are getting old and much too tight. It was high time to modernize, if ESSEC wants to stay in front of this endless race against the other business schools. When I see what Spanish, Koreans or Singaporeans (to name a few and without speaking of the US education industry) are doing to train their elites, the initiative from the management of our school is not only timely but an obligation!

Selfishly it happens also that within my family we have several ESSEC alumni of different generation (clearly the youngest have raised the awareness of the needs to "l'oncle d'Amerique"!)).

I completely trust that ESSEC USA will rightly allocate my gift!

SAVE THE DATE!

Thursday, June 8th, 2006

Conference with Jacques Attali

Location: French consulate in NY

More information to come

Club "ESSEC Cigares" in New York

Have you always been fascinated by the volutes of Cigars? Or do you simply want to enjoy a few moments of pleasure with other francophiles?

FACTO NY (French-American Cigar Tasting Organization) is being created in New York. Its goal is to bring French and American professionals together to enjoy a good cigar and some carefully selected fine alcohols, just like the highly successful Club ESSEC Cigares in Paris. There are still some spots available in the Steering Committee. The idea is to organize our first tasting by mid-March.

If you are interested, please contact Michel Werthenschlag at factony@gmail.com.

Contact the ESSEC USA Chapters:

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

Thank You

Please feel free to send me your questions, comments or suggestions. Thank you!

[Blandine Aujoulet](#)
ESSEC USA Newsletter Editor