



July 2006

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

Job & Entrepreneurial Forum

Great News!

We are now given access to the jobs list compiled by AAGEF on:

<http://www.aagef.com/Emplois.htm>

To publish a job or internship offer, please e-mail [Anne Stone](mailto:Anne.Stone@essecusa.com).

Only those ESSEC alumni having paid their dues will be granted access to the web site; they are requested to use the e-mail address provided by ESSEC.

How to get an ESSEC e-mail: (in French)

Sur le site des anciens (<http://essecnet.alumni.essec.fr/>), entrer son code d'accès (donné aux cotisants), aller dans la "mise à jour de la fiche annuelle" puis "update e-mails". Là, il faut entrer l'adresse e-mail vers laquelle on souhaite faire suivre le courrier qui serait envoyé à l'adresse "alumni.essec.fr". Cela génère automatiquement la création d'une adresse au format "prenom.nom@alumni.essec.fr" et fait suivre tout courrier à l'adresse indiquée. Pour des indications plus précises et sûres, demander à la webmaster d'EssecNet (webmaster@essecmdc.com ou 01 56 91 20 20).

Extra professional Offers

ESSEC USA Community – Event Organizer

ESSEC USA is looking for an **Event Organizer**. In cooperation with the Board of Administrators, the Event Organizer will be in charge of conceiving, implementing and promoting events organized by ESSEC USA. If you are interested, contact [Anne Stone](mailto:Anne.Stone@essecusa.com). Thank you for your cooperation!

Special Entrepreneurs

Invest in Provence – New York Workshop, October or November 2006

Working closely with AFII, Mission Economique, Chambre de Commerce, French Tuesdays, Alliance Française in New York, **Provence Promotion** (Agence de Développement Economique des Bouches du Rhône, Association à but non lucratif) launched operation "Home Sweet Home" five years ago. "Home Sweet Home" specializes in promoting and facilitating business creations and investments in Provence by francophiles and Frenchmen returning to France.

After successful seminars in Palo Alto, Boston, London and Montreal, Provence Promotion now seeks to meet French/francophile investors and business leaders in New York to present their project in a two-hour workshop + cocktails (5:30 – 7:30 PM) session.

Look up further information about Provence Promotion on:
<http://www.investinprovence.com/eng/start/download.htm>
[Invest In Provence](#)

ESSEC Community Service

ESSEC MBA Candidates Interview

Early in June, 6 Tri-State based alumni were so kind as to participate in two 3-juror panels to screen 5 candidates to the ESSEC MBA selected on American campuses.

This was a great promotion opportunity for ESSEC and an enriching human experience for the jurors. Many thanks to the jurors!

So, did any of the 5 candidates finally make it?
Stay put - You'll find out in our August edition!!

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4TH OF JULY AND 14 JUILLET EVENTS

1. AAGEF Happy Hour July 5, 2006

Charity Raffle in favor of a New Orleans Fund

Date: Wednesday, July 5, 2006

Time: 6:15 PM

Location: The Novotel Hotel, Café Nicole
226 W. 52nd St. (cross street: Broadway),
New York, NY 10019

Price: Drinks payable on consumption

Website: http://www.aagef.com/AAGEF_Happy_Hour_July_5_2006

2. Bal du 14 Juillet

Organized by the "Comité des Associations Françaises"

With Joe Battaglia & the NY Big Band and a "French Tuesdays" DJ!

Raffle prizes include Air France tickets and Paris hotel stays

Date: Friday, July 14, 2006

Time: 8:00 PM

Location: The Puck Building
295 Lafayette Street
New York, NY 10012

Price: on-line prices range from \$20.00 for a regular ticket to \$80.00 for a VIP ticket (includes bottle of wine or ½ bottle of champagne, buffet and access to VIP lounge)

Registration: on-line before July 13, 2006.

At the door, ticket prices are \$30 and \$80.

Contact:

Phone: (212) 935 0900

Website: www.baldu14juillet.org or

E-Mail: info@cafusa.org



Interview of the Month: Claude Drailard - ESSEC 92

Q1: Tell us about your background and current job?

After graduating from ESSEC in 1992, I studied one year at Université Paris IX Dauphine earning a DEA in "Marketing & Stratégie". After my military service, I joined the DASSAULT AVIATION Group for which I have been working for almost 12 years in various accounting and corporate finance positions. Last year, I moved to the Group's main US subsidiary, DASSAULT FALCON JET, which sells, supports and maintains Falcon aircraft in the Americas as well as the Pacific rim and most of Asia.

I am Manager, financial reporting and analysis. My main responsibilities are: Financial reporting to the French parent company, Budget controlling and financial controlling of DASSAULT FALCON JET's subsidiaries.

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

Historically, North America has always been the largest market for business jets (PAN AM airline was DASSAULT's first Falcon customer back in 1963). So, this is where the action is!

Furthermore, DASSAULT FALCON JET owns the largest industrial facility in the DASSAULT AVIATION Group, in charge of customizing the aircraft paint and interior to customers' wishes. From a business standpoint, deciding to come here was a no-brainer!

From a personal standpoint, my fiancée and I had often visited the USA and we wanted to experience living in the USA and especially in New York City.

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

Don't miss the opportunity when it shows up! Forget about the status that you think your diploma gave you and work hard. Performance and dedication are always rewarded. However, it is easier to have your company sending you here than to come by yourself. You can always go on your own once you are here, if you want to.

Q4: How do you think your ESSEC background helped you?

My ESSEC background helped me in that it is where I learned the basic of the techniques that I use everyday at work. As there was no obligation of having a Major field when I was there, it helped me pick and choose topics that I was interested in and that made me all the more efficient in my career as it enabled me to discuss easily with marketers, salespersons, lawyers, ... It also helped me -that's very French- get my first job as my first boss was an ESSEC graduate too!

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

I have never been much involved in the ESSEC Alumni organization but I do believe it is each graduate's duty to make the School known (especially here in the US) not only for its MBA but also for all other programs.

Thank you Claude!

Contact the Newsletter Editors:

Gwarlann de Kerviler & Sylvia Naumann at

newslettereditors@gmail.com

3. INSEAD Bastille Day Party

Champagne reception followed by wine cocktails and hors d'oeuvres, dancing.

After 11:00 PM, cash bar

Date: Friday, July 14, 2006

Time: 7:00 PM - 11:00 PM

Location: The Providence Lounge, Triumph Room,

311 W 57th Street, New York

Price: on-line prices before July 6 are \$45 for IAA/INSEAD members and \$65 for NYBSC/AAGEF members (ESSEC Alumni), increased to \$55 and \$75 respectively, after July 6.

Website:

<http://2006bastille.mollyguard.com/>

OTHER EVENTS

NYBSC picnic in Central Park

University of Rochester / Simon School of Business Alumni Network invite you to a picnic in Central Park for all MBA (and their family) alumni of NYBSC member clubs.

Date: Saturday, July 22, 2006, weather permitting (alternative date June 30)

Time: 11:00 AM – 5.30 PM

Location: East Meadow, Central Park, NYC Entrance on East 97th Street and Fifth Avenue.

[Map](#)

Price: \$15 for adults, \$7.50 for children

Registration:

http://www.simon.rochester.edu/alumni/event_s.aspx or <mailto:syarifagaleb@yahoo.com>

ESSEC ALUMNI BI-MONTHLY

LUNCHEON

The first ESSEC Alumni luncheon held June 9th at La Cote Basque, in New York, was a great success drawing nearly 30 participants, despite tough competition from the FIFA World Cup opening!

Many thanks to Anne and Christophe for making it happen.

Contact the ESSEC USA Chapters:

- [Chicago](#) – Damien Zinck

- [Miami](#) – Ovidiu Sofronia

- [Los Angeles](#) – Stanislas Debreu

- [San Francisco](#) – Olivier Poissonier

- New York – TBA