



## September 2006

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

### Job Forum

#### Job Offers

#### 1. **Reminder: you can now access the AAGEF jobs forum on:**

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

Only those ESSEC alumni having paid their dues will be granted access to the web site, using their ESSEC provided e-mail:

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 annuaire" 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@essecmde.com ou 01 56 91 20 20). To publish a job or internship offer, please e-mail [Anne Stone](mailto:Anne.Stone).

2. **Worldwide leader in Professional Services recruits 2 International Talent and Career Development Managers**, one to cover Europe, one to cover North America, both based in the HQ, Paris France. Contact: [berengere.coliez-raickman@harveynash.com](mailto:berengere.coliez-raickman@harveynash.com)

#### 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).

#### ESSEC International Recruitment

It's a landslide!

103 international candidates, totaling 23 nationalities, made the ESSEC MBA selection this year, 77 of them non-Europeans. Those are 3-times last year's numbers. Recruitment level is increasing: this year's candidates average 660 pts at GMAT.

Early July 55 candidates had already confirmed they'd go to Cergy (among whom 10 Europeans) vs. 15 in 2005. Final numbers will be available in our next edition.

How about our American candidates some of you met personally?  
3 out of 4 selected said yes! (This compares to 2 selections but 0 confirmation last year.)

#### ESSEC USA Self-Lauding (every once in a while...)

ESSEC USA was the big star of Reflets ESSEC Magazine's latest edition, garnering a multiple page editorial credit. Our efforts here in promoting ESSEC, recruiting candidates and last but not least fund-raising are very much appreciated there.

Thanks a lot to all of you who make it happen!

**ESSEC USA Newsletter is back after a short summer break with exciting news and events!**

#### **In This Issue**

- Job Forum
- Upcoming Events
- ESSEC USA Community
- Interview of the month

#### NYBSC EVENTS

#### 1. Mark your Calendars for NYBSC Fall Events

**September:** Monday 18th - Meeting

**October:** Monday 23rd - Meeting

**November:** Wednesday 15th – All MBA Soiree

**December:** Monday 4th - Meeting

Details and locations will follow.

#### 2. The Wharton Club of NY - Presentation by David Feldman on Exit Strategies for Investors and Entrepreneurs.

"The Wharton Club of New York would like to invite you to a presentation by David N. Feldman (Founder of the New York Business Schools Club). David will introduce us to alternative exit strategies for investors and entrepreneurs, including reverse mergers, "self-filings" and other methods for going public without an expensive, risky, time-consuming and dilutive IPO"

**Date:** Wednesday, October 4th, 2006

**Time & Location:** TBA

**Registration contact:** if you would like to attend e-mail Stephanie Shaw at [sshaw@whartonny.com](mailto:sshaw@whartonny.com)

#### 3. Announcement: Change in Leadership

"Joe Debono will not be serving as President of NYBSC for the remaining year of his two-year term. For the time being, the Board has appointed current Vice Presidents Chris Wilkerson and Regina Regazzi, who have agreed to serve as Co-Presidents, and Tim Garrabant will remain as Vice President."



**Interview of the Month: Christophe Arroyo - ESSEC 94**

**Q1: Tell us about your background and current job?**

Shortly after graduating from ESSEC in 1994, I moved to New York and I've been working here ever since. Apart from a two-year stint between 2001 and 2003 when I was running a telecom infrastructure software company that I had co-founded in the late 1990s, I've been working in Finance and more specifically on the European Equity markets. I started my career as a European Research Sales person, advising US-based institutional accounts (mutual funds, pension funds, hedge funds) on their Equity investments in Europe. I did this for about seven years, split between Paribas and Julius Baer, a Swiss private bank. After my software start-up experience, I returned to Finance in late 2003 and launched a hedge fund with a former client of mine. I very recently joined Bear Stearns Asset Management, where I'm managing the Bear Stearns Europe Long/Short Fund. I manage the firm's and client's money by investing in European Equity markets. Our strategy aims to find a balance between solid returns and lower risk than the market would normally entail by implementing a variety of hedging strategies. I'm responsible for running the portfolio as well as managing the team and operations associated with it.

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

Since I was a teenager getting interested in Finance and in the stock market, I was fascinated by Wall Street and how advanced and competitive it was. After doing an internship at Paribas in Paris during my ESSEC years, I got the opportunity to join their desk here and immediately jumped on it. It was sort of a childhood dream. I thought that I would stay for a year or so but I've now been here for about 12 years and counting. This country keeps providing open-minded professionals with exciting opportunities and at least until now, I've enjoyed how competitive and efficient the work environment is.

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

It will sound like a broken record but it is unfortunately true that it is increasingly difficult to find companies willing to hire non-US professionals. More than ever, the best path is probably to start in France or elsewhere in Europe with a multinational and find an internal way to get transferred here. Long-term internships at a French company's subsidiary in the US may be another alternative.

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

My background shows that I've never shied away from entrepreneurial ventures and from taking risks. I definitely nurtured this natural inclination at ESSEC, notably by being member of the Junior Entreprise for 2 years. I believe that the ESSEC program is innovative, comprehensive, internationally minded and helps students develop independent and critical thinking. At ESSEC, students learn to get things done on their own and with a team of people. Accountability and reliability are two key qualities to possess if one wants to succeed in US business life.

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

I'm trying to be as involved as I can in the activities of ESSEC USA. I applaud ESSEC's efforts to transition towards a US-style MBA. It can only enhance our diploma's international profile. As a result, I believe in supporting ESSEC expansion and fund raising drive. I'm looking forward to potentially sharing my experience with ESSEC students in the future.

Thank you Christophe!

**AAGEF September 6<sup>th</sup> Event**

AAGEF invites you to a presentation and discussion with Olivia Fox Cabane on "**Becoming a Master Communicator**", followed by a reception.

**Date:** Wednesday, September 6th, 2006

**Time:** 6:30 PM

**Location:** Lycée Français de New York, Auditorium, 505 East 75th Street, New York, 10021

**Registration:** <http://oliviafoxcabane.mollyguard.com/>

**Price:** \$20 on line, \$30 at the door

**Contact the ESSEC USA**

**Chapters:**

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

**Contact the Newsletter Editors:**

Gwarylann de Kerviler & Sylvia Naumann at

[newslettereditors@gmail.com](mailto:newslettereditors@gmail.com)