



## February 2007

This newsletter is also available online at:

<http://www.essecusa.com/newsletter/newsletter.htm>

### Job Forum

#### Job Database

See all job offers registered at AAGEF on

<http://www.aagef.com/jobs/offerDetail.php?offId=59>

- Only those ESSEC alumni having paid their dues will be granted access to the web site. They must use the e-mail address provided by ESSEC: (in French) Sur le site <http://essecnet.alumni.essec.fr>, entrer son code d'accès, puis "mise a jour de la fiche annuaire" puis "update e-mails". Entrer l'adresse e-mail vers laquelle on souhaite faire suivre le courrier. Cela genere une adresse au format "prenom.nom@alumni.essec.fr" et fait suivre tout courrier. Contact : [webmaster@essecmde.com](mailto:webmaster@essecmde.com) ou 01 56 91 20 20.  
**To publish a job or internship offer, please e-mail Anne Stone.**

**Internship required:** Philippine Janssens, 2<sup>nd</sup>-year student at ESSEC, is looking for a 6-month internship starting July 2007.

Consult Philippine's application and resume at: [Cover letter](#), [resume](#)

### ESSEC Centenary / USA Community

#### Let's celebrate the ESSEC Centenary together

**Meet fellow alumni, raise ESSEC's international profile, make ESSEC and ESSEC USA Alumni Association an active part of your lives and communities.**

**Read more about this year's celebrations around the world and how you can get involved: [ESSEC Centenary](#)**

**They are coming to meet with us: 22 students from the "Mastere Specialise Management urbain, Environnement et Services" will make their annual field trip in the New York area April 21<sup>st</sup> through 28<sup>th</sup>.**

They are especially keen to organize meetings with you who work in real estate, urban development, environment etc ...

For more info, contact:

[Voyage MS MUES ESSEC](#)

**ESSEC USA fundraising campaign to support Groupe ESSEC.**

Looking for tax deductions? Don't forget the ESSEC USA fundraising campaign. (Contributions are deductible to the extent allowed by law) Together we can have a new amphitheater built back in Cergy.

For more info, contact:

[letter Pierre Tapie](#); [ESSEC USA participation](#); [donor form](#)

**Last but not least ... it is that time of the year again: 2007 ESSEC Alumni Association dues and annuaire ESSEC update.**

(Remember that ESSEC annual alumni Association dues are also tax deductible to the extent allowed by law.)

Detail:

[AnnuaireESSEC](#)

[ESSEC ALUMNI 2007 Dues](#)

Or register and pay on line at: [www.essecusa.com](http://www.essecusa.com)

### **In This Issue**

**Happy new year!**

**The ESSEC Newsletter is back with exciting news:**

**2007 marks ESSEC's first 100-year anniversary!**

- **ESSEC Centenary / USA Community**

- **Job Forum**

- **Upcoming Events**

- **Interview of the month**

### Other Events

#### The Alliance Francaise of Greenwich

invites you to "Focus on French Cinema 2007", which is in its 3rd edition.

The program includes a full weekend of French and francophone cinema, featuring 11 contemporary movies, including several US Premieres.

**Dates:** Friday March 30<sup>th</sup> through Sunday April 1<sup>st</sup> 6th, 2007

Friday is Opening Night

**Location:** Performing Arts Center at Purchase College

New York

**Registration:**

- [www.focusonfrenchcinema.org](http://www.focusonfrenchcinema.org)

- For discounts immediately call:

Jeanne Milleliri at the Alliance Française office:  
(1) 203-629-2301.



*Fêtons nos 100 ans...  
et notre avenir ensemble !  
Celebrating our centenary...  
and our future together !*

**SAVE THE DATE!**

**BIG ESSEC CENTENARY  
GET-TOGETHER IN NEW  
YORK CITY THE WEEK-  
END OF COLUMBUS DAY,  
OCTOBER 6 THROUGH 8,  
2007.**

**ESSEC ALUMNI FROM ALL  
AROUND THE COUNTRY  
ARE STRONGLY  
ENCOURAGED TO COME  
TO THE BIG APPLE TO  
PARTICIPATE AND HAVE  
FUN!**



**Chicago Chapter**

Damien Zinck (E90) organized a get-together for the ESSEC Chicago Chapter on January 25 at the Renaissance Hotel in Chicago.

Congratulations to Frederic Pinchon (C95) who will graduate from Kellogg's MBA in June and has already secured a position as product manager for Microsoft. Unfortunately for us, this great opportunity will take him to the firm's headquarters in Seattle.

We welcome Roland Pilod (E04) who just arrived in Chicago from Los Angeles. He is regional controller for Veolia Environnement's public transportation division.

On the right is a picture of the attendees with, from left to right: Estelle Lafforgue, Ludivine Marche, Damien Zinck, Romain Ichbiah, Ouriel Lancry, Roland Pilod, Frederic Pinchon et Noreen Abbasi.





**Interview of the Month:**

**Stéphane Gaullier – ESSEC 98**

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

I have worked for almost 9 years in Finance at Procter & Gamble (P&G). After a couple of years in France, my wife (ESSEC 99) and I moved to Brussels. I worked 10 miles away, in Flanders, eventually becoming finance manager of the Pringles plant there. I had then the opportunity to go to Casablanca (Morocco) where I lead the financial analysis, planning and other financial stewardship activities for Morocco and Algeria. In October 2004, I started working in P&G's global headquarters in Cincinnati, Ohio, where I work in Global Operations Finance. I help the regions meet their goals by leveraging the scale of the Company on broad topics such as low income consumers and long term planning. I also lead changes in the structure of the Trade Terms with our customers. Our two sons were born in Morocco while our 2 months old girl holds a US passport.

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

Coming to Cincinnati was a unique opportunity for me to understand how P&G really worked. Activities, politics, communication, strategies, all have a different twist in the global headquarters. I am learning a lot about the dynamics in a big company, and this knowledge will definitely be valuable in future assignments. My wife and I accepted to move to Cincinnati overnight, without the luxury of a « look and see » trip to discover the city. We were eager to understand better the American way of life and were confident that our family could be happy in the US. Beyond our high expectations, we were pleased to discover the wide array of activities for children and the quality of the Arts in Cincinnati. With the internationally renowned Cincinnati Symphony Orchestra, a Contemporary Arts Center designed by Zaha Hadid, other quality museums and theatres, our cultural life in Cincinnati is richer than we expected. While we somehow miss the pace of busier cities, such as Paris where I was born and raised, we enjoy the quality of life of the Midwest.

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

If you really want to work in Cincinnati, get a job at Snecma or Procter & Gamble ! They are the two main companies bringing foreigners, especially French people for Snecma, in Cincinnati. If you are convinced that Cincinnati is a great place to live but are for some reason open to living in other quarters (such as New York or San Francisco), the most important is probably to already be fluent in english, so get started now, during classes or internships.

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

While at ESSEC, I was fortunate to go on an exchange program with the MBA of Ottawa University. It helped me value international experiences. I also learnt a lot through interactions with people who had 5 to 10 years of work experience. This experience certainly helped me be better prepared and open to international assignments.

I also think that the very open curriculum of ESSEC, where I attended as many marketing courses as Finance ones for instance, helps me interact more productively with other functions.

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

I have an aversion to the use of the word « family » beyond its core meaning of parents, children and so forth. Quite a few groups, especially in the US would like to think of me as part of their « family ». I beg to differ.

This clarified, I think that my role in the ESSEC community is to help new generations of graduates have a successful start in their career. The help I provide is usually related to the clarification of the application process or of the long term opportunities at Procter & Gamble, or related to working in the US. I hope that this network will also be there to help me if I ever need it in the future.

**Thank you Stéphane!**

**Contact the ESSEC USA Chapters:**

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

**Bi-monthly ESSEC Alumni lunch:**

**We haven't found a name for it yet. Please e-mail your suggestions to Anne Stone or [newslettereditors@gmail.com](mailto:newslettereditors@gmail.com).**

**Previously submitted ideas include:**

- **The Corner Office**
- **The board room**
- **The C-suite**
- **The foys for grown-ups**

**Surprise us!**

**Contact the Newsletter Editors:**

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