

# Ghislain d'Adesky

## WORK EXPERIENCE

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Sep. 2006 - March 2010  
(3 years and 7 months)

**Business Development Associate** at **ZAIN Group** in **Amsterdam** then in **Bahrain**.

Mobile operator in **Africa & Middle East** (15.000 employees). First at the African subsidiary (known as **Celtel International**, now **Bharti Airtel Africa**) then from January 2008 onwards at the international HQ.

- Member of the **Business Transformation Unit**, managing Business Intelligence/Reporting projects in Ghana, Kenya, Nigeria and Tanzania.
- **Coordinator** to the "**Business Development/M&A**" department, focal point for government relations, responsible for local intelligence and due diligence processes. Provided key input for Management evaluation of the opportunities i.e.: bid for the 3<sup>rd</sup> telecom licence of **Rwanda**, privatization in **Mali**, acquisition in **Guinea, Tunisia** and **Pakistan**.
- **Project Manager** for the **One Network** (world's first borderless mobile network) expansion in/to **Chad** and provided project support for the expansion to **Saudi Arabia**. Managed **negotiations** with handset manufacturers in **China** and **Singapore**.

Oct. 2001- August 2006  
(4 years and 10 months)

**Project Manager** at **POLSKA TELEFONIA CYFROWA (PTC)** in Warsaw, **Poland**

Operator of the Era mobile network (4.000 employees), T-Mobile/Deutsche Telekom subsidiary.

- **Competitive Analysis**: responsible for senior management competitor intelligence, market trends and technology development analysis. Published a weekly newsletter on the European Mobile market, distributed to senior management and key external contacts.
- **Manager** in the **IST (European Commission's R&D funds)** Project Coordination Team: Networking, consortium building, grant applications and promotion.
- External collaborations:
  - **World Summit Award (WSA)**, a contest for promoting World's best e-contents in the frame of the **UN World Summit on Information Society (WSIS)**, Geneva 2003 - Tunis 2005, based in Salzburg, Austria: Instrumental in establishing key contacts and developing active partnerships, coordination of the WSA processes in French Speaking countries, secured formal support for the project from the Heads of State/Government of Poland, Senegal and Haiti.
  - **Organisation** and coordination of **conferences/events** in **Central & Eastern Europe** for the **MOST Foundation**.

June 2000 - Feb. 2001  
(8 months)

Executive Internship as **Research Assistant** at **QUIOS Inc**, in Brussels, **Belgium**

Mobile service provider/Portal based in California (120 employees).

## EDUCATION

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1998-2001

**International Masters in Management** at the **SKEMA Business School** in **Lille, France**.

A graduate program taught in English. Majored in Marketing and Business strategy.

Feb-Jun. 2001: 'Erasmus' exchange program at the **Warsaw School of Economics (SGH)**, **Poland**.

1996-1998

HEC Preparatory classes for the competitive entrance examination to the French Business Schools (*Grandes Ecoles*) at the **Lycée Saint Michel de Picpus** in **Paris, France**.

## SKILLS

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Languages

**French:** mother tongue

**English:** read, write, speak fluently

**German** read, write, speak fluently - lived in Austria.

Elementary knowledge of **Polish & Spanish**.

Computing

MS Office (Word, Excel, Powerpoint), Photoshop, Expression Web, Web site building.

## INTERESTS

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Cinema, Current and International affairs, History, Economics, New Technology, International travel, Reading, Professional and personal networking, Chess, Running, Tennis and Golf.

International Experience

**Lived in Austria** (11 years), **Madagascar** (6 years), **France** (6 years), **USA** (3 months), **Belgium** (8 months), **Poland** (5½ years), **Netherlands** (1½ years), **Bahrain** (2 years).

## REFERENCES

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Available upon request.