

## QUENTIN TOULEMONDE

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### PROFESSIONAL EXPERIENCE

TOWERBROOK CAPITAL PARTNERS, London

Jun. 2014 – May 2016

#### **Associate, Portfolio Group**

*2-year program as part of a team of 3, focused on unlocking corporate value through strategic and operational initiatives*

- Led 7 commercial and operational due diligence processes, 2 of which led to actual investments (total €1bn EV)
- Prepared the quarterly valuation (based on trading multiple, transaction multiple, DCF and ‘at cost’ valuation methods) and the LP reporting material for one portfolio company
- Supported the Chairman, the CEO and the CFO in the turnaround of a ‘design & build’ real estate company by defining and implementing a series of strategic (e.g. international strategy, salesforce effectiveness) and operational (e.g. cash management, cost base reduction) measures which ultimately led the EBITDA to increase from -€9.6m in 2013 to +€9.5m in 2015; subsequently acted as key TowerBrook point of contact in the sale process, including management of interactions with advisors, prospective acquirers and management team
- Helped the CEO of a retail company make its organisation ‘export-proof’ and enter the first 2 countries (Germany & Spain) expected to generate an additional €6m of EBITDA by 2018
- Proactively built a database ranking 160+ consulting firms according to objective (e.g. functional and industry expertise) and subjective (e.g. past experience) criteria and fed that database with interviews of investment professionals

THE BOSTON CONSULTING GROUP, London

#### **Junior Consultant**

Oct. 2013-Apr. 2014

#### **Associate**

Oct. 2011-Sep. 2013

*Designed and implemented strategies to help clients deliver additional value across a wide range of industries and topics*

- Performed a strategic due diligence on a tobacco packaging film manufacturer
- Performed a strategic due diligence on a pre-packaged bread manufacturer
- Involved end-to-end in the 'Salz Review', a 8-month public business practices review for Barclays: in charge of analysis framework design, practices assessment, formulation of recommendations, report production, PR management
- Set up a Finance function Transformation Programme for an Insurance company (Operating Model, FTE and non-FTE savings initiatives), leading to ~25% reduction in total cost base
- Redesigned the compensation incentive scheme for branch and call centre sales force of a major UK Retail Bank
- Developed end-to-end supply chain target operating model (TOM) for a food retailer, releasing £300m of annual savings
- Improved the price and promotion strategy involving a £100m investment for a large UK non-food retailer

FRENCH MINISTRY FOR SUSTAINABLE DEVELOPMENT, Paris

Jul. 2010-Aug. 2011

#### **Economist, Policy Officer, in charge of International Governance**

*Acted as key contact for International Governance-related issues in the area of sustainable development*

- Structured and leveraged a 40-person network in order to manage a Ministry-wide project focusing on mechanisms to promote biodiversity and fight against climate change in preparation for the Rio 2012 Earth Summit
- Participated actively to subsequent international and OECD negotiations regrouping more than 30 countries

UNIBET, London

Jan. 2010-Jun. 2010

#### **In-Play Trader**

*Leveraged experience from in-play trading to publish a reference book within the sports betting industry*

- Priced bet offers on live sports events, with stakes of ~£30k+ per event and an average margin of 10%

MCKINSEY & COMPANY, Paris

Jan. 2009-Jun. 2009

#### **Analyst**

*Involved in 1 to 3-month strategy consulting projects with a specific focus on retail and high-tech*

- Defined a lean IT organisation for a major FMCG firm, saving each commercial team member up to 200 hours p.a.
- Benchmarked a major utilities company's human competences and designed capability improvement initiatives

ROTHSCHILD & CIE., Paris

Jul. 2008-Dec. 2008

**M&A Analyst**

*Involved in buy-side and sell-side transactions from origination to execution*

- Analysed and valued companies according to usual methods (DCF, multiples), with a focus on the Real Estate and Pharmaceutical sectors

FRENCH TRADE COMMISSION, Manama (Bahrain)

Apr. 2007-Jul. 2007

**Analyst**

*Elaborated and presented a synthetic view of the “financial place of Bahrain”*

- Wrote a 90-page survey about “Bahrain's role in the financial sphere”, relying on extensive academic research as well as interviews of multiple key stakeholders across the Middle Eastern Financial Services industry

GARDE REPUBLICAINE, Paris

Sep. 2004-Jun. 2005

**Aspirant (Officer Cadet)**

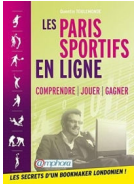

*As officer in charge of the safety of the Palais de l'Elysee gardens, managed a team of ~30 guards during 24-hour shifts*

- Planned and monitored resource usage, designed emergency situation plans jointly with other officers

**CURRICULAR BACKGROUND**

- 2010: **MSc**, Management & Strategy, London School of Economics
- 2009: **MSc**, Accounting & Finance ('Corps de l'Etat' curriculum), Ponts et Chaussées
- 2007: **MSc**, Economics (Final ranking: 44th out of 396), Ecole Polytechnique
- 2005: **BSc**, Economics, Computer Science, Ecole Polytechnique
- Native **French**, Fluent **English**, Basic **Spanish**

**PUBLICATIONS**

 <p><b>Les Paris Sportifs en Ligne : Comprendre, Jouer, Gagner</b> (Amphora, May 2011) 380-page book on the sports betting industry and the associated usual trading techniques 1,200+ copies (hardcover and Kindle) sold via Amazon and major retailers in French-speaking countries</p>	 <p><b>Competition and connection fees in the mobile phone industry</b> (Lambert Academic Publishing, April 2016) Study of the impact of connection fees on mobile phone industry structure in France and the UK LSE Master Thesis detected by LAP's team for publication</p>
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**OTHER INTERESTS**

- Blogging on business life through own blog ([www.toulemon.de](http://www.toulemon.de)) with a particular focus on retail & consumer, technology and asset management industries
- Music: Piano player (grade 7), operas and classical music concerts enthusiast, amateur DJ
- Sports: Football, tennis, golf, swimming, baseball