



Philippe Sok

Country Manager

Paris, France

Philippe is **Available to work**

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Work Preference

Location: Not looking to relocate

Pattern: Open to Full-time work

Employment: Permanent Positions

Skills

Country Managers (Advanced)

Corporate Finance (Intermediate)

Innovation Consulting (Advanced)

Profit Centre Head (Advanced)

Profit Center Management (Advanced)

Retail Distribution (Advanced)

Commercially driven (Intermediate)

Product Distribution (Intermediate)

Management (Advanced)

Languages

French (Native)

Mandarin (Basic)

English (Fluent)

About

GENERAL MANAGER

BRANDS WORKED WITH

AXA Investment Managers

CarrefourSA

ICP Logistique

Monoprix

Experience



● COUNTRY MANAGER

ICP Logistique | Jul 2022 - Now

International Group (200M€)

Since 07-22 COUNTRY MANAGER FRANCE

Development of the french entity of ICP, expert of tailor-made logistic solutions : digital transformation in supply chain, storage and orders preparation BtB and BtC, reparation of phones, TV and electronic devices, optimisation of transport and value added services.

- Management of activities in France : general management, daily operations of supply chain activities, client relations and providers
- Commercial Development : Expansion strategy, negotiation and RFQ



● DIRECTOR INNOVATION SERVICES & PAYEMENT

Monoprix | Jan 2017 - Jan 2020

Member of Commercial Direction , Management 25 persons

Development of services for the 300 stores network, modernization of the offer, digitization of stores, Management of payment sector

- Creation and deployment of in-store services: attractiveness of down-town stores
- Responsible for the urban logistics activity: home delivery management, partner relations, customer monitoring, Click & Collect and Lockers
- Management of the payment branch of the network: animation of the 12,000 cashiers employees
- Management of transversal projects: Change of the payment system (40M €), internalization of delivery teams, redefine the outlines and basics of the customer relationship, anti Covid19 measures and services,
- Relay of Start-ups and CSR projects in store: rounding in payment, food collection, anti-waste



● OPERATIONAL DIRECTOR

Monoprix | Jan 2011 - Jan 2017

Member of Commercial Direction , Management 15 persons

Guarantor of the declination of the company strategy in stores, creation of e-commerce activity in stores, coordination of relationships between head office transversal functions and the stores

- Optimization of organization : improvement of the existing process, control of execution quality, analysis and benchmark of the profitability of the stores (turnover, margin, expenses)
- Creation and deployment of the Monoprix.fr e-commerce activity in stores
- Preparation of internet orders in stores, Click & Collect, Fullstore : 60M €
- Management of the crisis in the network: strikes, incidents, break-downs
- Cross- functional relay between the head office support functions and the stores (HR, IT, Technical)



● HEAD OF MANAGEMENT CONTROL

Monoprix | Jan 2007 - Jan 2011

Analysis of the performance of stores, management of Budget process et control of profitability KPIs

- Management of 5 operational controllers
- Guarantor of budget coordination and compliance with the strategic plan

- Responsible for development and publication of reportings and operational KPIs
- Interventions in store and training of sales teams
- Control of the profitability of investments : ROI , CAPEX



- **GROUP FINANCIAL CONTROLLER**

CarrefourSA | Jan 2003 - Jan 2007

Guarantor of financial information, official presentation, Analyses of the Business Units

- Group financial reporting manager : data consolidation,
- Functional Administrator of the IT system : Hyperion Essbase
- Preparation of Financial Communication statements and COMEX supports
- Financial analyzes of the Group's BUs and the Hard discount activity



- **Financial controller**

AXA Investment Managers | Jan 2000 - Jan 2004

AXA INVESTMENT MANAGERS

Group headquarters, multi international BUs, € 330Bn managed

1999-2003 MANAGEMENT CONTROLLER

Creation and informatization of the new financial reporting tool, analysis of the international Bus performance

- Implementation of KPIs and creation of the new reporting for the Group
- Functional project owner of the financial information system : Hyperion Essbase
- Performance Analysis of the BU for the whole Group: costs control, income benchmark
- Training of country controllers in an international environment

Education & Training

2000

- **PANTHEON-SORBONNE UNIVERSITY**

DESS Financial Management and Taxation,,

1998

- **Paris Dauphine University**

Master of Management,