Esteve Aqachmar

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Business Development professional with 10 years of expertise in international policy, product strategy and risk management with a focus on analytics. Experience providing data-driven decisions in both private and public sectors. Demonstrated adaptability to multiple business contexts in Europe and Japan. Passionate about cloud technologies and data analysis. Relocated to the U.S. in 2024.

Experience

French Ministry of Finance and Economy   Paris, France
Technology and Regulatory Risk Program Manager   November 2021 – November 2023

- Pioneered a new business strategy to protect assets from technology leaks within M&A transactions. Delivered a YoY 5x increase in case tracking and doubled anomaly detection rates.
- Onboarded 100+ users across 15 agencies by organizing design-thinking workshops, product demos and feedback integration to drive adoption of a transformation plan. Liaised with IT & Dev teams to deploy operational tools.
- Delivered a case management app for 100+ users, fostering a data-driven mindset in the team.
- Led a 5-person team for M&A deal screening and mentored new members to accelerate their integration.

Thales Group   Paris, France
Product Policy Manager, Strategy & Marketing   January 2018 – November 2021

- Acted as a central hub for product competitiveness programs by overseeing 12+ strategic projects on customer value, differentiation, pricing and product-lifecycle efficiency based on customer and user needs.
- Led the design of dashboards for Sales Operations to track recurring revenue (215 product lines, 1.5K products, 600 users) through needs-analysis with technical experts to deliver a global visibility over product performance.
- Coordinated RFI & RFP to procure a Group-wide SaaS roadmapping solution setup on a hybrid cloud.
- Coached product lines on valorizing AI features (image recognition, remote sensing).

Center for National Space Studies   Tokyo, Japan
Market Intelligence Analyst, French Embassy in Japan   March 2015 – March 2017

- Organized 3 space policy forums to promote aerospace partners (Airbus, Thales, Safran) within international negotiations, resulting in the first-ever government-level agreement on space tech between France and Japan.

Airbus Defence & Space, Launchers & Satellites   Paris, France
Competitive Intelligence Analyst, Strategy Department   September 2013 - March 2014

- Created 20 competitor profiles and enhanced market studies with insights on government spending and regulation.

Education

MA International Business Affairs, Political Science Institute of Aix — France

MA Law, Economy, Management, Political Science Institute of Aix — France

Skills

Tools	PowerBI, R, SQL, Python, AWS Cloud, Google BigQuery
Languages	English (fluent), French (native), Japanese (conversational)

Certifications

- AWS Certified Cloud Practitioner
- Google Data Analytics Professional Certificate