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Benoit Chalifoux, EMBA

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### ***EXECUTIVE SUMMARY***

Bilingual, agile, innovative, mobilizing and dynamic professional focused on the search and application of solutions and best practices possessing relevant experience in the following domains:

- *Development of business relationships;*
- *Development of international partnerships;*
- *Management of academic programs and strategic projects;*
- *Coaching, pedagogue, lecturer, vocational training and support;*
- *Optimization of daily operations and business processes;*
- *Organizational leadership;*
- *Local and international trade negotiations.*

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### ***Professional experience***

#### ***May 2014 – Present***

Position:                    ***Deputy Director International relations***  
***École des Sciences de la gestion (ESG, UQAM)***

- Main duties:
- Recommend the international strategic direction to take to the school's direction;
  - Develop an international strategic plan;
  - Manage and coordinate the team in charge of international activities at ESG UQAM;
  - Negotiate and renew cooperation agreements with international partners;
  - Negotiate the financial aspects of the agreements with the international partners;
  - Develop and implement new projects abroad;
  - Represent ESG UQAM during international conferences in Asia, Europe, Africa and North America;
  - Participate in various fairs of recruitment worldwide;
  - Speaker during colloquiums and world events.

## *September 2014 – Present*

Position:

**Speaker**

Conference titles

- Today's & Tomorrow's Challenges in a World of Rapid Change
- Developing your Soft Skills for Today & Tomorrow in an interconnected world
- Doing Business in Quebec and Canada
- How Entrepreneurship is Revolutionizing the World & Why it Matters?

main clients

City of Laval, Edelman, HSBC Bank, Coaching Financier Trek

## *September 2014 – Present*

Position:

**Lecturer (many Business Schools)**

**Disciplines**

**Business Schools**

Strategic Management

Jank University [Finland], HEM Business School [Morocco], Groupe Ecole Supérieure de Commerce de Dakar [Senegal]

Doing Business In North America (Entrepreneurship)

ESG UQAM [Canada], Cologne University (WISO) [Germany], IGR-IAE Rennes [France], Burgundy Business School [France], IÉSEG School of Management [France], Paris School of Business [France], EDC Business School [France]

Cross-Cultural Management

ESG UQAM [Canada], Audencia Business School [France], IAE Toulouse [France], Kedge Business School [France], Thammasat University [Thailand]

## *September 2013 – Present*

Position:

**Coach, speaker and guide for local and international start-ups**

Main duties:

- Accompany, advice and guide administrators and entrepreneurs in their local and international projects.

Main achievements:

- Support of several successful start-ups in Quebec;
- Support of several successful start-ups in China;
- Speaker in a company on subjects such as leadership, cross-cultural management and emotional intelligence.

## ***July 2010 – Present***

### Position:

***Coordinator of university programs***  
***École des Sciences de la gestion (ESG, UQAM)***

### Main duties:

- Planning of the registration process, preparation and consolidation of the course orders;
- Administrative management of the Bachelor of Business Administration (biggest program of UQAM);
- Coaching and supervision of student projects;
- Supervision of a team in the management of the academic programs;
- Management of all the academic files of the programs under my responsibility;
- Planning and organization of diverse activities such as colloquiums, study fairs and media events;
- Lead meetings, workshops and brainstorming sessions;
- Representative speaker during events with the business community in Quebec.

## ***September 2011 to May 2015***

### Position:

***Coordinator International Affairs***  
***École des Sciences de la gestion (ESG, UQAM)***

### Main duties:

- Negotiate and renew cooperation agreements with international partners;
- Negotiate the financial aspects of the agreements with the international partners;
- Implement multiple projects;
- Supervision of the team in charge of international activities at ESG UQAM;
- Represents ESG UQAM during international conferences;
- Speaker during colloquiums and during big scale events;
- Collaborate in the development of computer tools for student mobility;
- Manage relations with partners;
- Manage various strategic programs.

### Main achievements:

- Important development of agreements in surplus of parities generating additional income;
- Management of the biggest international student mobility in Quebec (more than 600 students/year);
- Important recruitment of foreign students in regular program at ESG UQAM (1<sup>st</sup>, 2<sup>nd</sup> and 3<sup>rd</sup> cycles);
- Official invitation by the Minister for Higher Education and Research of Senegal, 2014-15;
- Development of more than 80 cooperation agreements with the most renowned institutions in the world.

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## Education

2012 to 2015

Executive Master in Business (EMBA) at Université Paris Dauphine, France

Master of Business Administration (EMBA) at ESG UQAM

2005 to 2008

Bachelor of Business Administration (BAA) (International Management specialization) at ESG UQAM

2002 to 2004

Diploma of Collegial Studies – Social Sciences (International specialization) at Ahuntsic College

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## Other activities

■ **Individual coaching:**

Professional guidance, personal finance, start-up support, leadership, etc.

■ **Consulting:**

Consultation services for companies and higher education institutions.

■ **Speaker:**

Panelist during international conferences: soft skills, leadership, international relations, commercial negotiations and emotional intelligence in a company.

■ **Sports:**

Soccer, hockey, taekwondo, basket-ball, baseball;

**Noteworthy:**

Professional soccer team ES Hammam-Sousse in Tunisia (2010);

Professional soccer teams Boavista FC and Gondomar Fc in Portugal (2009);

Member of the soccer men's team Les Citadins of UQAM (2005 to 2008);

University Champion of Quebec as part of the soccer team Les Citadins of UQAM (2008);

Junior Canadian Champion of taekwondo (2000, 2001 and 2002).