### Gérard P. LAMBERT born at

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🖀 +33 3 89 47 79 45 (answering machine) [m3c.lambert@wanadoo.fr](mailto:m3c.lambert@wanadoo.fr)

🖁 +33 6 81 53 85 83 (GSM)

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| --- | --- | --- | --- |
|  | **PARIS School of Mines engineering degree,**  **quadrilingual** | |  |
|  | **Language pairs:** | * **English ⇨ French** * **Spanish ⇨ French** * **Italian ⇨ French** |  |

LINGUISTIC SKILLS

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| 1. **French** | : mother tongue |
| 1. **English – Spanish – Italian** | : thoroughly quadrilingual |
| 1. German – Portuguese | : easily read and written, not fluently spoken |

# WORK EXPERIENCE

From June, **1995**

**M3 Conseil**, PARIS, then freelancer

***(Associate, International Business Consultant and) Interpreter-translator***

1. short-term consulting to French SMCs
2. 14 months’ interim management mission in AFE
3. benchmarking in Europe for Algerian companies
4. commercial and industrial interpreting
5. translation of miscellaneous documents, mostly technical

October, **1982** - February, **1994**

**PSA-PEUGEOT-CITROËN**/**ECIA**, AUDINCOURT (France)

(tier 1 OE automotive supplier; turnover: MFRF 8,300, headcount: 10,500)

**Products**: original equipments: exhaust systems, seats, safety belts, steering columns and wheels, dashboards, power window-lifts, bumpers, front panels, motor-fans

1. ***International Operations Manager, Exhaust Systems Division*** (92/01-94/02)
2. ***Export Sales Manager, International Operations Division*** (87/12-91/12)
3. ***Export Sales Manager, Automotive Parts Division, Cycles PEUGEOT*** (82/10-87/11)

**Markets** explored: Germany, Great Britain, Italy, Serbia, Slovenia, Spain, Sweden, Morocco, Nigeria, South Africa, Argentina, Brazil, Canada, Mexico, U.S.A., India, Indonesia, Iran, Japan, Malaysia, People's Republic of China, South Korea, Taiwan, Thailand, and Turkey

**Accomplishments**: negotiation and settlement of 15 licence agreements and 4 joint venture contracts, tenfold increase in the directly and indirectly controlled foreign sales

January, **1978** - May, **1981**

**FIAT**/**IVECO**, TURIN

(industrial vehicle manufacturer)

***ABIDJAN Area Manager, Region 4, Commercial Operations Division***

(institution of the office, creation of its ways and means, then) sales and service support of FIAT, OM, UNIC and MAGIRUS-DEUTZ industrial vehicles in 17 countries (French-speaking Black Africa plus the Gambia, Guinea-Bissau and Equatorial Guinea)

July, **1972** - December, **1976**

**UNIDO** (**United Nations** Industrial Development

Organisation), VIENNA (Austria)

1. ***Industrial Programming Expert, Directorate of Industry, Haitian Ministry of Trade and Industry*** (75/03-76/12)
2. ***Industrial Economist, Laos General Planning Commission*** (73/11-74/11)
3. ***Project Manager, Industrial Development of Northwest Argentina*** (72/07-73/07)

missions : structural analysis of the industrial sector, definition of the medium- and long-term part of industry in the national or regional economy, choice of priority industrial branches and sectoral surveys, formulation of a governmental policy and proposals for five-year plans and annual programmes of industrial development, identification of industrial projects and carrying out or appraisal of feasibility studies, suggestions for project financing, technical assistance to the Investment Advisory Committee, management consultancy to existing firms, industrial export promotion

December, **1971** - March, **1972**

**UNCTAD-GATT**/**International Trade Centre**, GENEVA

***Trade Promotion Adviser***

general programming mission in Togo (appraisal of the foreign trade present and future, definition of means and organisations adapted to contribute to the growth of Togo exports)

May, **1968** - March, **1971**

Norbert **BEYRARD** France, PARIS

(technical, economic and financial research, industrial engineering)

*Consulting Economist*

❖ ***Adviser to the Ministry of Economy and Finance, ABIDJAN***

1. **Directorate of Economic Affairs and External Economic Relations**(69/01-71/03)

export promotion, creation of the Ivory Coast Foreign Trade Centre (part-time Adviser to the same), economic and financial appraisal of industrial projects...

1. **Directorate of External Finance and Credit**(68/07-69/06)

liaison with the I.M.F. and the World Bank, follow-up of foreign investments, re-establishment and enforcement of a foreign exchange control

❖ **market survey (machine-tools)**, PARIS (68/05-68/07)

January, **1967** - May, **1968**

**CHRYSLER**/**Automobiles SIMCA**, PARIS

(motorcar manufacturer)

***Product Manager, Market Research Department, Marketing Division***

1. market and product surveys
2. price policy
3. platforms for advertising campaigns
4. medium-term plan revisions, ...

March, **1964** - September, **1966**

**Ministry of Industry and Energy**,

**Directorate of Mining and Geology**, ALGIERS

***Mining Engineer, CONSTANTINE regional Executive Officer, Service of Mines***

Government supervision of mines, quarries, salt-marshes and springs, Labour Inspector for the aforesaid activities, technical control of vehicles and appliances under gas or steam pressure, of explosives storage magazines, of premises used for dangerous, unhealthy or noxious trades, etc...

## EDUCATION

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| * 1950 - 1959 | *Lycée Chateaubriand*, RENNES (France) : high school education and prep school years |
| * 1959 - **1962** | ***École Nationale Supérieure des Mines de PARIS***: engineering degree |
| * 1960 - 1961 | *Institut des Hautes Études d'Amérique Latine,* PARIS:Spanish and Portuguese lectures |
| * 1962 - 1963 | *Facoltà delle Scienze Statistiche, Demografiche ed Attuariali, La Sapienza* University, ROME:Operations Research |