



Mélanie Morand

CHIEF OPERATING OFFICER

10 years of experience driving global operational excellence & financial performance

WORK EXPERIENCE

Myr.ai **Chief Operating Officer - June 2023 - Now** **Head of Operations - Oct 2021 - June 2023**

- Executed Business Plan, implemented CEO's vision and board strategic objectives, restructured business units - **cost reduction 15%**
- Administered KPI's and processes for Sales, Customer Success, Operations **+20% ARR year to year**
- Defined and managed P&L for projects and timeline, **budget execution (10 M€)**, HR, hiring and training plans **+ 16 hires**
- **+100% Partners Grow**, set up guideline for onboarding and training

Ocado **Head of Operations Excellence - July 2019 - Oct 2021**

- Launched first site CFC in France: **hire 50+ employees**
- Managed Budget of 20M€, directly supervise **15 managers**
- Lead Operations Excellence by creating KPIs and lead data management centralised effort and setting up guideline to unify operations performance **+10% quality, cost reduction 16%**
- Created Career Development Plan, in-house training program, peer-to-peer program to develop internal promotion

LYS Energy **Operations Manager - December 2016 - July 2019**

- Managed operations : project development, oversee projet management, grow portfolio from **5 M\$ to 20 M\$**
- Executed company restructuring to reduce project CAPEX by 30%
- Improved plant performance by 7%
- Bank Financing, Due Diligence, Budgeting & Cash flow projection
- Contracts & Account Management with Legal Team

Green Energy **Co-founder - 2010 - 2016** Engie **ESD Manager - 2013 - 2016**

- Managed operations in Asia and Africa
- Developed project and consultancy portfolio
- Oversaw Budget and P&L (800K USD / year)
- Hiring and training plain + 13 new hires

EDUCATION

Master of Science I (M. Sc) - Applied Sciences Energy and Materials Engineering - 2011

Bachelor Degree - Mathematics & Applied Sciences 2010

+33 6 20 64 39 77
morand.melanie@gmail.com

Paris
French citizenship

SKILLS

Leadership

Operational Excellence

Change Management

Process Implementation

Budgeting & P&L

AWARDS

Women in Tech - Leadership Award 2021

Top Team Performance Engineering Operations, 2020 Ocado