



Hans David Roux

Business Builder with 30 years Senior executive management experience

Albi, France

[View profile on Dweet](#)

Links

[LinkedIn](#)

Languages

French (Native)

English (Fluent)

Persian (Fluent)

Spanish (Basic)

About

Entrepreneur at heart, my 30 years of experience feed my desire to put my talents at the service of the development of a meaningful project.

BRANDS WORKED WITH

Byron International

Iran Trophy

Majid Al Futtaim Retail – Carrefour

Mérieux Iran

Experience

● GENERAL MANAGER BUSINESS DEVELOPMENT ASSET, CONSTRUCTION & SHOPPING MALLS DIRECTOR

Majid Al Futtaim Retail – Carrefour | Jan 2011 - Jan 2022

Definition and deployment of the new development strategy, Supervision of the construction of projects, sourcing of equipment, turnkey delivery. Contract negotiation, market research. TheNational Financing of the Carrefour Market format and the Parapharmacy concept.

Success:

62 projects delivered opened, 15 projects under contract for future openings, 50,000 m2 of shops under management - annual increase + 14% of turnover. Named Retailer of the Decade for my positive impact on the distribution and commerce market in Iran. Member of the Executive Committee.

● CEO – SENIOR CONSULTANT

Byron International | Jan 1994 - Jan 2011

Strategic Consulting, Policy Consulting, Contract and JV Negotiations, Mergers and Acquisitions, Corporate Restructuring and Lobbying.

Success:

nearly \$2 billion in contracts signed

● COUNTRY DIRECTOR

Mérieux Iran | Jan 1992 - Jan 1994

Subsidiary of the Pasteur Vaccine Mérieux group (now Sanofi) Representation of the Pasteur Vaccines, Mérieux, ISA, IFFA Credo divisions Representation of Rhône Poulenc Pharmaceutiques

Success :

First French turnover in Iran (700 million francs/year)

● COUNTRY DIRECTOR

Iran Trophy | Jan 1992 - Jan 1994

Subsidiary of the French company Trophy Radiologie – France (world's leading manufacturer of dental radiology)

Education & Training

2021 - 2021 ● Life coaching Institute

Certified Life Coach,

2021 - 2021 ● School of positive transformation

Certified mindfulness and meditation teacher ,

2017 - 2018 ● Leadership Institute MAF

Lead program , Leadership

- 2016 - 2016 ● **Cornell university**
Strategic decision making program , Management
- 1988 - 1990 ● **Université LYON II**
Associate Degree, English Literature