



# Philippe Sok

Country Manager

Paris, France

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## Languages

French (Native)

Mandarin (Basic)

English (Fluent)

## About

GENERAL MANAGER

BRANDS WORKED WITH

AXA Investment Managers

CarrefourSA

ICP Logistique

Monoprix

## Experience



### ● COUNTRY MANAGER

ICP Logistique | Jul 2022 - Now

International Group (200M€)

Since 07-22 COUNTRY MANAGER FRANCE

Development of the french entity of ICP, expert of tailor-made logistic solutions : digital transformation in supply chain, storage and orders preparation BtB and BtC, reparation of phones, TV and electronic devices, optimisation of transport and value added services.

- Management of activities in France : general management, daily operations of supply chain activities, client relations and providers
- Commercial Development : Expansion strategy, negotiation and RFQ



### ● DIRECTOR INNOVATION SERVICES & PAYEMENT

Monoprix | Jan 2017 - Jan 2020

Member of Commercial Direction , Management 25 persons

Development of services for the 300 stores network, modernization of the offer, digitization of stores, Management of payment sector

- Creation and deployment of in-store services: attractiveness of down-town stores
- Responsible for the urban logistics activity: home delivery management, partner relations, customer monitoring, Click & Collect and Lockers
- Management of the payment branch of the network: animation of the 12,000 cashiers employees
- Management of transversal projects: Change of the payment system (40M €), internalization of delivery teams, redefine the outlines and basics of the customer relationship, anti Covid19 measures and services,
- Relay of Start-ups and CSR projects in store: rounding in payment, food collection, anti-waste



### ● OPERATIONAL DIRECTOR

Monoprix | Jan 2011 - Jan 2017

Member of Commercial Direction , Management 15 persons

Guarantor of the declination of the company strategy in stores, creation of e-commerce activity in stores, coordination of relationships between head office transversal functions and the stores

- Optimization of organization : improvement of the existing process, control of execution quality, analysis and benchmark of the profitability of the stores (turnover, margin, expenses)
- Creation and deployment of the Monoprix.fr e-commerce activity in stores
- Preparation of internet orders in stores, Click & Collect, Fullstore : 60M €
- Management of the crisis in the network: strikes, incidents, break-downs
- Cross- functional relay between the head office support functions and the stores (HR, IT, Technical)



### ● HEAD OF MANAGEMENT CONTROL

Monoprix | Jan 2007 - Jan 2011

Analysis of the performance of stores, management of Budget process et control of profitability KPIs

- Management of 5 operational controllers
- Guarantor of budget coordination and compliance with the strategic plan

- Responsible for development and publication of reportings and operational KPIs
- Interventions in store and training of sales teams
- Control of the profitability of investments : ROI , CAPEX



- **GROUP FINANCIAL CONTROLLER**

CarrefourSA | Jan 2003 - Jan 2007

Guarantor of financial information, official presentation, Analyses of the Business Units

- Group financial reporting manager : data consolidation,
- Functional Administrator of the IT system : Hyperion Essbase
- Preparation of Financial Communication statements and COMEX supports
- Financial analyzes of the Group's BUs and the Hard discount activity



- **Financial controller**

AXA Investment Managers | Jan 2000 - Jan 2004

AXA INVESTMENT MANAGERS

Group headquarters, multi international BUs, € 330Bn managed

1999-2003 MANAGEMENT CONTROLLER

Creation and informatization of the new financial reporting tool, analysis of the international Bus performance

- Implementation of KPIs and creation of the new reporting for the Group
- Functional project owner of the financial information system : Hyperion Essbase
- Performance Analysis of the BU for the whole Group: costs control, income benchmark
- Training of country controllers in an international environment

## Education & Training

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2000

- **PANTHEON-SORBONNE UNIVERSITY**

DESS Financial Management and Taxation,,

1998

- **Paris Dauphine University**

Master of Management,