



James Smurthwaite

Bilingual trainer and coach specializing in Luxury Brands

📍 Grand Paris, France

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Languages

English (Native)

French (Native)

Italian (Basic)

About

Passionate about accompanying my participants to autonomy, I have been working in adult training in an international context for 30 years in over 16 industries throughout APAC, EMEA, Americas. My parallel experience as an actor in theatre tv and film ensures not only a dynamic and memorable experience but real insight and concrete tools for developing empathy in negotiation, dealing with unexpected questions or reactions from an audience, and finding the fun !

BRANDS WORKED WITH



Experience

- **International Sales Specialist, Trainer & Coach**

Hovingh & Partners | Oct 2021 -



- **Senior Program Manager/ Responsable du programme**

CrossKnowledge | Apr 2015 - Dec 2015

Responsible for creating and authoring learning objects, content management, new programmes in French and English in the fields of:

Communication, Management and Leadership, Project Management

Specifically worked with Chris G. Worley on Agility (change as a constant skills set)



- **Design Thinking Co-facilitator**

Emulsion Créative | Sep 2014 - Jan 2018

Innovation & Project management via collaborative intelligence : Co-facilitating Design Thinking workshops for the repositioning of retail brands, reinventing of CSR and group strategies; Coaching in Storytelling & Convincing Skills for group adherence and change management Middle East: Groupe Chahloub (Yas Mall, Robinsons, Woojooh, CSR) Europe : Swarovski , Cartier, Engie

<http://www.emulsioncreative.com>

- **Formateur Senior et Chef du Projet**

TOTAL | Dec 2013 - Dec 2013

4 day Team Management training: Hermann, 5 axes to Motivational Management, Effective Annual Appraisals.

Public: 14 mostly expat middle managers , 6 nationalities: Philippines, India, Pakistan, Morocco, Egypt, and Saudi Arabia.



- **Senior Trainer & Coach, Areva Sales Academy & B to B**

Areva | Jan 2012 - Jan 2013

Author, Consultant & Trainer: Performing Skills for Powerful Presentations

Consultant & Trainer: Effective Negotiation for Sales & Marketing

Author, Consultant & Trainer Effective Powerpoint Presentations for Marketing

Coach for 3N Nuclear Conference 2013



- **Formateur en négociation**

DCNS | Jan 2012 - Jan 2013

Formateur et animateur en négociation: Stratégie de gains mutuels



- **Impact Coach & Trainer**

Sanofi | Jan 2012 - Jan 2013

Carrying out IMPACT (Presentation and Convincing skills) for Senior Management & Leaders in France & US

- **Senior Trainer/Programme Manager**

Interactive Dynamics, Paris | Nov 2008 - Mar 2017

Clients: BNP Paribas, Disney, Club Med,

Training of auditors, executive management in the following made-to-measure modules :

1. Dynamic Presentations
2. Effective Conference Calls
3. Effective Audit Interviews
4. Raising Intercultural Awareness

- **Consultant, Trainer, Associate**

CENTRE EUROPEEN DE LA NEGOCIATION | Jan 2002 -

Professional corporate trainer, facilitator and coach, currently involved in the international roll out of communication, intercultural, negotiation and leadership development modules for:

Alstom University, Areva Sales Academy, AXA, Bouygues Construction, Dassault, DCNS, Disney, L'Oréal, Sanofi, Steria and Thales University.

Programmes in both French and English : Paris, London, Frankfurt, Singapore, Sydney, Bangkok, Beijing.

Professional bilingual actor with 20 years experience in film, television and theatre in 3 continents

- **Actor for Film, Theatre and Television**

| Oct 1989 -

For full cv, photos, show reel, manager and agent contacts please go to IMDB site under the name James Gerard: <http://www.imdb.me/james-gerard>

Education & Training

1994 - 1995 ● **University of London**

Masters,

1990 - 1990 ● **University of Cambridge**

TEFL Diploma,

1987 - 1990 ● **The University of Western Australia**

BA Hons,

1980 - 1986 ● **Trinity College Perth**

BACHELOR OF ARTS,