

## MY PROFILE

### *New entrepreneurship is sustainopreneurship*

In this afterworld Entrepreneur has to be involved in actions which could make a positive impact. To be entrepreneur is also to have a full picture and to be responsible for making a world better.

Multientrepreneur I am always open to learn and take new challenges.

General Manager and shareholder of consulting companies with a Marketing/ business development and a Financial background with direct experience with several sectors (Real estate, Transport, Fintech, Legaltech, M&A, Import- Export, HR, Restructuring)



## CONTACT

☎ 605 232 700

🌐 [www.exco.pl](http://www.exco.pl)

✉ [lpa@exco.pl](mailto:lpa@exco.pl)

📍 Warsaw

## RECENT EXPERIENCE

From 09/2013 **MEMBER OF MANAGEMENT BOARD, SHAREHOLDER | EXCO A2A POLSKA**  
[www.exco.pl](http://www.exco.pl)  
Polish subsidiary of the Group EXCO, a French network of independent offices operating in the field of audit, accounting expertise and consulting. Member of the international network of KRESTON INTERNATIONAL  
Turnover of EUR 5 million - 160 Employees - 300 Clients - 6 Offices - 10th in Poland



From 2016 **MEMBER OF MANAGEMENT BOARD, SHAREHOLDER | IDS EXPERT**  
[www.ids-expert.eu](http://www.ids-expert.eu)  
IDS-Expert is sourcing/trading company. Advise how to plan, introduce and succeed in export product on foreign markets. 3 Employees





From 11/2017 **MEMBER OF MANAGEMENT BOARD, SHAREHOLDER | CORPORATE ADVISORS POLAND**  
[www.corporateadvisors.consulting/](http://www.corporateadvisors.consulting/)  
M&A Company, 2 Employees



From 01/2018 **MEMBER OF COUNCIL | INSOL EUROPE**  
From 04/2019 **CO-CHAIR OF INSOL EUROPE 'S LEGAL TECH & DIGITAL ASSETS WING | INSOL EUROPE**  
From 01/2020 **COUNTRY COORDINATOR POLAND | INSOL EUROPE**  
[www.insol-europe.org](http://www.insol-europe.org)  
The leading European organisation of professionals who specialise in insolvency, business reconstruction and recovery.  
Achieved with José Carles & David Orsula to make one of the most active Wing in Insol Europe, Covering 39 Countries, Providing 1 article per Eurofenix publication, Co Creation of the 1st Worldwide Digital Assets Case Register, Crypto News



From 08/2018	<b>MEMBER OF MANAGEMENT BOARD, SHAREHOLDER   OPTIM HUMAN, RECRUITMENT, COACHING, FORMATION</b>  <a href="http://www.optimhuman.pl">www.optimhuman.pl</a>  HR services in recruitment, training, coaching, HR consulting and HR analytics.  3 Employees	
From 2019	<b>MEMBER OF COUNCIL   FUNDIO</b>  <a href="https://fundio.pl/">https://fundio.pl/</a>  Fintech (factoring) company, provides a platform that allows expedite payment of invoices.	

## PAST EXPERIENCE

07/2016 -06/2018	<b>MEMBER OF COUNCIL   COBIN ANGELS</b>  <a href="http://www.cobinangels.com">www.cobinangels.com</a>  Network of private investors (Business Angels) investing in innovative projects in their early stages of development. Poland	
10.2014 -10.2015	<b>MEMBER OF MANAGEMENT BOARD   PRP Polska,</b>  <a href="http://www.prp-technologies.eu/">http://www.prp-technologies.eu/</a>  PRP Technologies, Distributor in agricultural sector, Poland  Turnover of EUR 5 million - 20 Employees	
11/2011 -05.2015	<b>MEMBER OF MANAGEMENT BOARD   CTN POLSKA</b>  <a href="http://www.exco.pl">www.exco.pl</a>  Accounting Company in Poland  Company & Staff management, Commercial development and marketing	
05/2008 -11/2011	<b>DIRECTOR OF DEVELOPMENT AND FINANCIAL CONSULTANT   EXCO A2A Polska</b>  <a href="http://www.exco.pl">www.exco.pl</a>  Director of development and marketing, Financial consulting and technical tasks, IT consulting and procedures. Poland and Vienna, Lithuania	
05/2006 -09/2006	<b>PROJECT MANAGER   MICHELIN</b>  <a href="https://www.michelin.com/">https://www.michelin.com/</a>  Management & Optimisation of Stocks and flows, Computing in Michelin's software and in Cognos (databases), Reporting, Correspondence with and gathering of information from other subsidiaries, Creation of operative modes and training of personnel	

## ASSOCIATIVE EXPERIENCE AND NETWORKS

### ASSOCIATIONS/ NON-PROFIT ORGANIZATION

From 2021 **SHAREHOLDER & PLANET LEADER POLAND** | TIME FOR THE PLANET

<https://www.time-planet.com/en>

Nonprofit company that creates and finances companies fighting against climate change at a global scale.  
Create 100 companies to fight global warming and the depletion of natural resources



From 2020 **FRIEND OF KALAWEIT** | KALAWEIT

[www.kalaweit.org/](http://www.kalaweit.org/)

The organisation supports biodiversity in general but remains, today, the largest project in the world that saves gibbons



2017-2018 **RESPONSIBLE FOR EUROPEAN ZONE** | CLUB V.I.E

2010-2017 **MEMBER OF BOARD** | CLUB V.I.E

[www.clubvie.fr](http://www.clubvie.fr)

over 8 000 Members in more than 50 countries



2010-2017 **VICE-PRESIDENT, FOUNDER** | UNION DES FRANCAIS EN POLOGNE

[www.ufe.org](http://www.ufe.org)

Association of French People in Poland



### ECONOMY

**ECONOMIC REPRESENTATIVE OF BRITTANY, Poland**

<http://diaspora-bretonne.com/les-ambassadeurs-economique-bretons>

**ECONOMIC COUNCIL OF THE EMBASSY**

### EDUCATION

**PROFESSOR** | UNIVERSITY OF POZNAŃ

MANAGEMENT CONTROL. Lectures and EU: Master's double degree - EU: "Management Control": Management of Forecasts, Dashboards, etc.



## LANGUAGES

**FRENCH** | NATIVE  
**ENGLISH** | FLUENT,  
**POLISH** | FLUENT  
**GERMAN** | FLUENT  
**ROMANIAN** | ONGOING  
**LITHUANIAN** | BEGINNER

## AWARDS AND RESULTS ACHIEVED

### AWARDS

**Laureate of the prize Young / Hope of French Abroad**, given at the Quai d'Orsay by H el ene Conway-Mouret, Delegate Minister of French abroad, sponsor of the evening, in competition organized by lepetitjournal.com, Ubifrance and Ministry of Foreign Affairs

**Winner in the category of "Performance in Grand prix VIE 2010"**, award for the impact of the candidate on the host company, sponsored by the CCEF - Foreign Trade Advisors - Jury of professionals, and the 3rd place at the Grand Prix VIE of Poitou Charentes region (France)

**"The winner of the second prize for Breton economic ambassador 2011"**

sponsored by Locarn Institute - Think Tank in Brittany (France)

### IT RESULTS

**ERP SAP - Modules** | FI- CO - MM - SD) / ERP :

Implementation of software in a Polish subsidiary, Correspondence Table, Parameterization and use

**OFFICE365** | implementation

**BI** | Business Objects - Administrator and user / CRM

**IT** | Architecture / Cybersecurity / GDPR

### OTHER

**Conferences,**

**Deputy Chief of Ilot** - Responsible for the safety of French residents in Poland, appointed by the French Embassy - Consular Section

**Other Activities** in the following areas: Business (Corporate, Sourcing, Distribution, Support to the implementation of foreign-owned companies), Animator on summer camp, first aid certificate

## TRAININGS

01/2006  
-07/2008

**MASTER IN INFORMATION SYSTEMS AND MANAGEMENT CONTROL** | IGR IAE

(equivalent 4 UV DU DSCG OF 7)

[www.igr.univ-rennes1.fr](http://www.igr.univ-rennes1.fr)

Management control, SAP project and Business Objects, Cash and financial analysis, Statistics, Labor law, business law, Organisation

09/2006  
-07/2008

**MBA: DIPLOMMKAUFMANN - CONTROLLING,  KONOMETRIE, ORGANISATION** | Christian-

Albrechts-Universit t Institut f r Betriebswirtschaftslehre, GERMANY, KIEL

[www.bwl.uni-kiel.de](http://www.bwl.uni-kiel.de)

Econometry, Management control, Organization and Management



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From 2018

Membre de l'APM | Groupe Varsovie "Marie Curie"

[www.corporateadvisors.consulting/](http://www.corporateadvisors.consulting/)

M&A Company, 2 Employees

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## PUBLICATIONS & ITDA WING

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EUROPE « Cyber security : A Threat for all businesses »

(Authors : Christophe Szwedó et Laurent Le Pajolec)

eurofenix

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Was court-life across Europe prepared for the COVID-19 crisis?

(Authors : José Carles, David Orsula et Laurent Le Pajolec)

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Digital finance and crypto assets news from Brussels

(Authors : José Carles, David Orsula et Laurent Le Pajolec)

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Rapid innovations in digital finance for R3 Recovery Magazine

(Authors : José Carles, David Orsula et Laurent Le Pajolec)

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In the digital-tech pipeline for 2021 and beyond

(Authors : José Carles, David Orsula et Laurent Le Pajolec)

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Wirecard – Serial fraud or an exceptionally pathological case?

(Authors : Bart Heynickx, Pierre-Gilles Wogue, José Carles, David Orsula et Laurent Le Pajolec)

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Panel Leader for Annual Conference : INSOL Europe 2020 Annual Online Conference

With Joel Shen, Bart Heynickx, Frank Tschentscher & Pierre-Gilles Wogue

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Creation of the 1st Worldwide Digital Assets Case Register

with Emmanuelle Iniacio, Lee Pascoe, Ilya Korkorin, Jose Carles & David Orsula

<https://www.insol-europe.org/worldwide-digital-assets-case-register>

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## ARTICLES/PRESS

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**Author:** M-P. Parlange - Le Petit Journal "BRETONS OF THE WORLD - Laurent Le Pajolec, an entrepreneur attached to its territory", Monday 13th October 2014

<http://www.lepetitjournal.com/expat/vie-quotidienne/196391-bretons-autour-du-monde-laurent-le-pajolec-un-entrepreneur-attache-a-son-territoire>

<http://mleguyaderawb.wordpress.com/2014/10/13/lepetitjournal-com-bretons-du-monde-laurent-le-pajolec-un-entrepreneur-attache-a-son-territoire/>

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**Author:** Cyril Mantoy ([www.lepetitjournal.com/varsovie](http://www.lepetitjournal.com/varsovie)) Polish Chamber of Commerce in France – Le Petit Journal - INTERNATIONAL VOLUNTEERS IN COMPANIES - Laurent Le Pajolec, president of VIE Club in Poland –24th April 2014

<http://ccifp.pl/volontariat-international-en-entreprise-%E2%80%93-laurent-le-pajolec-pr%C3%A9sident-du-club-vie-en-pologne/?lang=fr>

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**Author:** Caroline Lotoux, Locarn Institute Diaspora - Breton Economic Ambassadors, spearhead of DEB, rising in power - 9th August 2013

<http://www.institut-locarn.fr/les-ambassadeurs-economiques-bretons-fer-de-lance-de-la-deb-montent-en-puissance/>

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**Authors:** Charles Hubert – Sybille Billiard ([www.lepetitjournal.com/varsovie](http://www.lepetitjournal.com/varsovie)) - "PORTRAIT OF AN ENTREPRENEUR - Laurent Pajolec, accountant and boss at 27" Monday 25th March 2013

<http://www.lepetitjournal.com/varsovie/economie/145652-portrait-d-entrepreneur-laurent-le-pajolec-expert-comptable-et-patron-a-27-ans>

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**Authors:** Ouest France - "A Rennais installed in Poland decorated tonight at the Quai d'Orsay", Monday 7th March 2013

<http://www.ouest-france.fr/un-rennais-installe-en-pologne-decore-ce-soir-au-quai-dorsay-478443>

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**Authors:** TV FRANCE 24 - Le Petit Journal "Portrait of Laurent Le Pajolec for the Awards of French living abroad" - March 2013

[http://www.dailymotion.com/video/xy0tsg\\_portrait-laurent-le-pajolec-pour-les-trophees-des-francais-de-l-etranger-lepetitjournal-com-france-2\\_news](http://www.dailymotion.com/video/xy0tsg_portrait-laurent-le-pajolec-pour-les-trophees-des-francais-de-l-etranger-lepetitjournal-com-france-2_news)

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**Authors:** Le Petit Journal "Portrait of Laurent Le Pajolec for the Awards of French living abroad" - March 2013

<http://www.lepetitjournal.com/international/france-monde/a-la-une/143771-trophees-des-francais-de-l-etranger-qui-sont-les-laureats>

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**Authors:** Le Petit Journal AWARD/ YOUNG HOPE –Laurent Le Pajolec: "I wanted to conquer the world" - March 2013

<http://www.lepetitjournal.com/expat/143325-trophee-espoir-jeune-laurent-le-pajolec-j-ai-eu-envie-de-conquerir-le-monde>

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**Author:** Polish Chamber of Commerce in France - "Mission of French companies in the region of Pomerania - 9-10 May 2011"

<http://www.ccifp.org/fr/mission-des-entreprises-francaises-dans-la-region-de-la-pomeranie-les-9-10-mai-2011/>

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**Author:** A .D. - Challenges n 218 - "Going on VIE, this forms the young" 24th June 2010

[http://www.placeojeunes.fr/stage\\_emploi/pdf/enquete\\_placeojeunes\\_Challenges.pdf](http://www.placeojeunes.fr/stage_emploi/pdf/enquete_placeojeunes_Challenges.pdf)

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**Author:** Olivier Balavoine, BZH NETWORK, BZH Network supports the VIE Club project of Ubifrance - 24th December 2009.

<http://bzhnetwork.wordpress.com/2009/12/24/clubvie-ubifrance/>

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## CONFERENCES

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**2020,2021** : A lot of webinar about : Ecology & CO2, How to make relocalization in EU...

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**2019, 2020** : "intervention en tant que spécialiste de zone aux éditions de "Open de l'international" organisé par : Région Bretagne, BPI, Bretagne international, ...

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**2020** : "Webinar Vos marchés face à la crise : Europe Centrale et Orientale – Panel financements, grands projets, nearshoring: quel positionnement économique pour la zone?" (Business France – avec en co-paneliste : <https://events-export.businessfrance.fr/evenements-speciaux/webinar-europe-co/> )

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**2019** : "Organisation de la visite des OSCAR 22 en Pologne"

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**2014** : "Conference - my international career" - School of Agriculture of Rennes with President DIANA Foods, Director of UBIFRANCE Brittany

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**2012** : "Speech at the Locarn Institute" "Brittany internationally" with Alain Glon (Chairman of GLON Group), Jakez Bernard, President of Products in Brittany, directors of export (Krampouz, etc.)

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**2011** : Conferences about the tax, accounting and social environment in Poland at the Polish Chamber of Commerce in France, South Brittany University, UBIFRANCE, etc.

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**2010** : Conference at IGR –IAE: "VIE end Work Abroad"

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**2009** : Conference "Assets of the Region of Vannes - Workshop Eastern Europe" 6-17 October - organized by: Chamber of Commerce of Brittany and Morbihan, Ouest France, La Poste, CIC Bank.

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