Annabelle GERARD

Global Business Development Artificial Intelligence

Business development of artificial intelligence, machine learning and analytics services and products with the ability to start from nothing, to federate people to my goal, while demonstrating my technical background with more than 18 years of experience

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Experiences

Global Business Development AI/ML

Amazon Web Services - Since September 2021

‣ GTM lead focused on growing adoption, utilisation, and revenue of AWS Machine Learning, Artificial Intelligence, Generative AI services for Global accounts in Automotive and Industrials (+40 accounts and $10M annual revenue). Strong collaboration with AWS product teams to innovate, develop, and deliver AWS offerings and coaching of field teams and AWS Partners.

‣ Build AI/ML products with AWS services through the ML Solutions Labs to 40 strategic customers across industries, in EMEA region. Build a $1B customers pipeline in less than 7 months.

Big Data Product Manager Lead

AIRBUS - July 2017 to September 2021

‣ Product management of the first datalake of the aeronautical industry for airlines, suppliers, partners and Airbus.

‣ Lead IT management of a Big Data Platform based on Palantir technologies : 20 features per week, 400 tickets per month, management of 6 leaders, 20000 users, a MTTR at 5 days and CSAT 4,1/5

‣ Creation of an academy to provide training, certifications to 20000 users

Big Data Product Manager

MONEXT - 2011 to 2017

‣ Product management of machine learning services dedicated to banks and e-merchants (B2B and B2C) for fraud detection : 2B of transactions per year.

‣ Architecture design of a big data platform stored at OVH datacenter, and real-time predictive analysis.

‣ Management role with 5 data analysts and data scientists.

Analytics Product Owner

SOFTWAY MEDICAL - 2009 to 2011

‣ Creation of an analytics product to help 100 clinics and hospitals to manage their activities based on pricing of medical acts.

‣ Scrum backlog management, UX/UI design of the product and management of 3 developers.

Analytics Consultant

SOPRA STERIA - 2004 to 2009

‣ Data pipelines development. Analytics and data visualisations with SAP BI, Tableau, Qlik.

‣ Coverage of 5 french companies ASF, Groupe Societe Nationale Immobilière, La Dépêche du Midi, URSSAF

Skills

AI/ML

‣ Large Language Models	★★★★★
‣ Machine learning (AWS, Palantir)	★★★★★
‣ Jira, GitHub, Jenkins	★★★★★
‣ Python, Pytorch, SQL	★★★☆☆
‣ Hadoop, Spark	★★★★☆

Soft Skills

‣ Autonomous, proactive	★★★★☆
‣ Business, impact oriented	★★★★☆
‣ Communication	★★★★☆

Languages

‣ English	★★★★☆
‣ German	★★☆☆☆
‣ French: mother tongue	★★★★★

Education

Generative AI with Large Language Models
Coursera
Since July 2023

Big Data trainer
CESI - Engineering school
2016 to 2017

Master of Data Mining, Statistics and Computer science
Institute of Business and Management Sciences Montpellier
2002 to 2005

Master with honors

Data analysts certified
HortonWorks - Cloudera

Pig, Hive, Spark

Interests

Sports

Handball, scuba diving