

Myriam Brel

CAREER OBJECTIVES: Managing Strategic Initiatives

- Contributing to the planning, operationalizing and carrying out of strategic transformations with upper management or the board of directors
- Supervising, directing and orienting programs (critical projects/initiatives) that involve multiple segments of the company

SUMMARY

Myriam Brel is a senior management specialist, formerly of IBM's Consulting Services Executive (IBM-BCS) (IBM's executive comprises only 18% women). As a consulting services partner for IBM (previously known as PricewaterhouseCoopers: PwC's consulting services were acquired by IBM in 2002), she made regular, significant contributions at the upper management level over several years, including:

- Defining or revising strategic mission, vision and growth directions both internally for PwC and IBM, as well as for a varied clientele from the private, public and parapublic sectors
- Developing business plans that prioritize and operationalize the chosen strategic orientations
- Managing the operationalization of these business plans through proactively directing the successful completion of large-scale business projects (seven- and eight-figure budgets), including:
 - The integration of the different sectors of the company (procurement, production, finances, human resources, etc.)
 - The mobilization and empowerment of the varied and numerous individuals (unionized and non-unionized professionals) involved in the required transitions (typically impacting hundreds of employees)

She is grounded in over twenty years' consulting experience (23 projects to her credit), mainly in the areas of project strategy and supervision, including transforming business processes, organizationally aligning companies to reflect new operating models, as well as integrating information technologies.

In the last five years, Myriam has specifically focused on accomplishments related to customer relationship management (CRM), thereby leveraging her vast experience in financial management, human capital management, supply chain and manufacturing management.

Myriam is best known and appreciated for her sparkling dynamism and ability to think on her feet. Her international experience spanning both Europe and North America has enabled her to gain heightened listening skills, as well as a deepened respect for cultural diversity.

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EMPLOYMENT BACKGROUND AND TRAINING

- 2006** Cogenium Management Consulting Services – President
- *Quattro* Project – Addition of Videotron’s Wireless Telephony offering
- 1998 – 2005** IBM Business Consulting Services: Partner
- Oct. 2002 : IBM acquires the PricewaterhouseCoopers consulting services practice
- 1993 – 1998** JBA Software Solutions: Director of Software Products
- 1984 – 1993** Accenture (formerly Andersen Consulting): Director of Consulting Services
- 1984** Diploma in mechanical engineering from the INSA (*National Institute of Applied Science*) of Lyon, France

AREAS OF SPECIALIZATION

Managing and Consulting Services

- Overall responsibility for supervising large-scale software solutions and transformation projects
- Handling client relationships at the executive level
- Responsibility for project resources (consultants), including their personal development
- Actively participating in project management and quality assurance committees throughout project lifespan
- Strategy and planning of large-scale project initiatives
- Project follow-up in order to meet established success criteria (timeframe, budget and other key success indicators)
- Fostering a working partnership with the key providers of ERP software solutions (SAP, Oracle and PeopleSoft)
- In-depth comprehension of all aspects of consulting services, auditors and suppliers of hardware and software solutions

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PROFILE OF PAST ACHIEVEMENTS (1990 to present)

Client	Project	Sector	Process Type				Transformation			
			Financial Resources	Supply Chain	Human Resources	CRM	Strategy	Process	Technology	Other
Vidéotron	Addition of wireless offering	Telecommunications	√	√	√	√	√	√	√	√
Quebec Public Curator	Integrated enterprise solution – architecture	Public	√	√	√	√	√	√	√	
S.A.A.Q.	Feasibility study	Public	√				√	√	√	
City of Montreal	Implementation strategy	Public			√		√	√	√	
Vidéotron	CRM maturity assessment	Telecommunications				√		√	√	
AXA	Implementation strategy	Insurance			√			√	√	
Gaz Métropolitain	Enterprise implementation	Public utilities	√	√	√	√	√	√	√	
Hydro-Québec	CRM feasibility study	Public utilities				√		√		
Hydro-Québec	Enterprise implementation	Public utilities	√	√	√		√	√	√	
Bombardier Recreational Products	Managing implementation of human capital and upgrade of the solution	Manufacturing	√	√	√		√	√	√	
Pétromont	Enterprise implementation	Manufacturing	√	√	√		√	√	√	
Vidéotron	Enterprise implementation	Telecommunications	√	√	√		√	√	√	
Cirque du Soleil	Enterprise implementation	Entertainment	√	√	√		√	√	√	√
Chanel Canada	Enterprise implementation	Manufacturing and distribution/retail	√	√				√	√	√
Itech	Enterprise implementation	Manufacturing and distribution	√	√			√	√	√	
Brault & Martineau	Enterprise implementation	Distribution and retail	√	√			√	√	√	√
Crane	Enterprise implementation	Manufacturing and distribution	√	√				√	√	
Norsk-Hydro	Enterprise implementation	Manufacturing	√	√			√	√	√	

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OTHER RELEVANT INFORMATION

- **Citizenships** Canadian and French
- **Mailing Address** 1530 Pauline-Julien Street
Montreal, Quebec
H2J 4E4
- **Languages**
 - French (native fluency)
 - English (fluently spoken and written)
 - German (basic spoken and written)
 - Spanish (basic spoken and written)
- **Community Involvement**
 - Montreal Mayor Foundation for young entrepreneurs (www.fmmj.ca)
 - Assessment of young entrepreneurs starting up business plans
 - Coaching specific young entrepreneurs
 - OLO (Œuf-Lait-Orange) Foundation helps expectant mothers in need to maintain adequate nutrition (www.olo.ca)
 - Contributing to the foundation's strategy towards the business community

DOCUMENT VERSIONS

Une version française de ce synopsis/CV est également disponible.