

François **RICHARD-NICOLAS**
91 avenue René Panhard
94320 Thiais (France)
+33 (0) 664 72 19 51
ricnic22@yahoo.fr



I offer my services as a commercial engineer to the mining industry.

ENGINEERING: Project management, Rock Mechanics, Oil & Gas, Mining, Data Engineering, Energy, Heavy machinery.

INTERNATIONAL SALES: 20 years experience in 35 countries.

Fully bilingual. I can negotiate in 5 languages.

SKILLS :

Industrial:

- **Rock mechanics & soil mechanics :** Design of geotechnical measures at high pressure, laboratory and in situ tests on rock drill cores, reinforcement of mine walls, responsibility of the rock support of one third of the biggest **gold mine** in the world, invention of 3D simulation programs, industrial **explosives** ;
- Water & gold ore **filtration** ;
- Mudlogging, **data engineering** on gas & oil rigs ;
- **Drilling** follow-up: elaboration of correlation programs between rock characteristics and the corresponding tool ;
- **Mine planning** : Invention of an economical mining technique, now in use in open cast quarries ;
- **Operational research:** Optimization of excavation and transport equipment having resulted in the acceptance of a bid for the renewal of a complete fleet ;
- **Hydraulic systems.**

Commercial :

- Systematic **prospection**, opening and **management** of new markets in 35 mining countries ;
- Direct **sales** to the mining, the water & the oil & gas industries ;
- **Negotiations** with executives from several cultures, successful **lobbying** with large groups ;
- **Creation and animation of agencies** (CHILE, VENEZUELA, ARGENTINA, SOUTH & WEST- AFRICA, RUSSIA, USA, NORWAY & UK) ;
- **Contracts** drafting regarding long term investments, international purchases, drafting of bids ;
- **Organization** of efficient meetings, presentations in 5 languages, **excellent writing skills** ;
- **International payments** with difficult countries, I obtained government financing ;
- Design & Management of stands at international events.

EDUCATION & TRAINING :

- Advanced mud logging geologist for the oil & gas industry ;
- **Master** (Paris School of Mines) : **Engineering geology** ;
- Diploma in industrial **hydraulic systems** ;
- Post-graduate course in **international commerce** ;
- **BSc** (WITS University in Johannesburg): **Rock Mechanics / Mine planning** ;
- French Military Academy of **SAINT-CYR**, specialization in engineering.

LANGUAGES :

- **English-French** : **bicultural** / TEFL (Certified English Teacher), TOEIC score: 965, Bachelor of Art.
- Good working knowledge of **Norwegian**, **Russian** and **Spanish**.

WORK EXPERIENCE :

Area Sales Manager (RAI-TILLIERES / ore filtration systems) since 2010 :

- **Opening & management** of 8 foreign agencies: CHILE, BRASIL, MEXICO, RUSSIA etc..;
- **Direct Sales** to 35 new markets, including 4 SOUTH-AMERICAN countries, RUSSIA & KAZAKHSTAN;
- **Negotiations** with final customers, drafting of agency contracts, lobbying with international mining groups: CODELCO, ANGLO GOLD ASHANTI, RANDGOLD, IAMGOLD, KINROSS etc...

Project Manager (ALSTOM POWER) 2008-2010 :

- **Purchasing** of engineering components (7.000 k\$) ;
- **Design** of high amperage pipe lines ;
- **Elaboration of offers**, response to international bids, quotations ;
- International **negotiations** & opening of new markets (10.000 k\$ per year).

Mudlogging Geologist on oil & gas rigs, then Data Engineer (GEOSERVICES / 5.000 employees) 2004-2008 :

- Analysis of rock cuttings while drilling ;
- Gas measuring equipment maintenance & monitoring ;
- Drilling parameters follow-up on offshore platforms in the North Sea, Gabon & Angola.

Sales Manager of a designer of oil & gas laboratories (**GEODESIGN** / Start-up) 1997-2004 :

- Projects with several operators: Halliburton, STATOIL, BHI, EXXON, TOTAL ;
- Design of high pressure cells with a micrometric precision, subcontracting with research labs ;
- Export sales increased by 350% (NORWAY, VENEZUELA, USA & ALGERIA).

International sales manager of 2 heavy mining equipment manufacturers (**BUCYRUS ERIE** & **TEREX UNIT RIG** / 12.000 employees) 1991-1997 :

- Retrofit project of a fleet of ageing extraction and drilling equipments ;
- Re-design and **sale** of 12 120-ton trucks and of 2 mobile drilling sites (4000 k\$); Sale of sub-assemblies to 7 mines in Africa ;
- Elaboration and **management** of a 6-month training program for more than 300 employees.

Sales Engineer of an explosives manufacturer (**TITANITE** / 2d operator in France) 1987-1990 :

- Tests on new mining explosives in IRELAND, SOUTH-AFRICA, SWEDEN & IRAQ ;
- **Organization field management & sale** of rock blasting products in the USSR ;
- Invention of computer programs helping users to design their blasting pattern.

Rock mechanics engineer in the largest South-African gold mine (**DRIEFONTEIN**) 1981-1987 :

- Responsibility of rock support and seismic measures ;
- Computer simulation of the rock mass behaviour using finite elements method ;
- **Management** of 30 workers in a dangerous zone (-2500 m).

HOBBIES:

- Amateur journalism: Chronicles written for the **MENSA** society paper ;
- Graphics, drawing, water colours : Professional advertisements, winner of a national contest ;
- Speed skating on ice (international competitions) ;
- **Scuba diving** (**professional instructor** since 2008).