

FRED OLIVE

EDUCATION

ECOLE CENTRALE PARIS – Paris, France **2004 - 2008**
Master of Engineering – Ecole Centrale Paris is one of the Top 3 French Engineering Schools
Majors: Industrial Engineering and “Strategy, Marketing, Finance”

EXPERIENCE

BC Strategy – Sydney, Australia **2016 - current**
Boutique Strategy Consulting firm

Principal

- Part of the Management Team defining the strategic direction and priorities of the business
- Mentoring and Coaching of junior consultants
- Delivering key strategic projects for corporate and private equity clients, with a focus on Telco, Utilities and Industry

TELSTRA – Sydney, Australia **2012 - 2016**

Pricing Strategy Manager and Product Strategy Manager

- Led major projects influencing Telstra Pricing Strategy, Mobile Product Roadmap and Financial Planning
- Managed internal virtual teams of Products, Sales and Pricing specialists and external management consultants to deliver actionable recommendations presented to Executive Directors across the organisation
- Involved at a project management level in the launch of major plan refreshes and innovative product pilots

BAIN & COMPANY – Paris, France; Sydney, Australia **2008 - 2012**

Senior Consultant

- Extensive experience in M&A / Due diligence, Telecommunications and Industry
- Functional expertise across Corporate & Business Unit Strategy, Performance Improvement, Customer Relationship and Financial Modelling and Analytics

MURU-D – Sydney, Australia **2014 – current**

Startup accelerator backed by Telstra, muru-D invests in digital startups and offer them a 6-month accelerator program

Startup Mentor

- Mentored 30 startups on strategy, value creation, pricing and business planning topics, including master classes and one-to-one coaching.

RECYCLES MART – Sydney, Australia **2012 – 2016**

RecycleSmart is about diverting waste from landfill by using a digital platform that benefits residents and councils by enabling a more efficient waste management process

Co-founder and COO

- 3 successful trials with Lane Cove, Ashfield and Randwick councils, ~\$100k annual income (FY14 and FY15)
- Built a technology platform that integrates different mobile applications to a central cloud database to incentivise recycling education and monitor people waste behaviour

SKILLS & INTERESTS

- Native French speaker, basic German
- Active member of Bondi Surf Life Saving Club
- Leisure: sports, photography, travels, aircraft piloting (Private Pilot License since 2010)
- Citizenship: French and Australian