

# Guillaume GEORGE

Consulting Partner · EPM & AI · Finance Transformation · CFO Advisory · Practice Builder

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## EXECUTIVE SUMMARY

Partner-level executive with 25+ years of experience building and scaling consulting businesses across Finance transformation and Digital Finance.

**Track record: €5M+ annual revenue generated, 3 Tier 1 accounts opened, practices led up to 50 consultants, €1.5M+ programs delivered.**

Combines commercial leadership, EPM expertise, and proprietary solution development to create scalable offerings with recurring revenue.

Natural senior counterpart to the CFO and CIO in large-scale Finance transformation programs.

## SELECTED ACHIEVEMENTS

- **€5M+** annual revenue generated and managed — DataValue Strategy (2024)
- **50+ EPM/Finance transformation projects** delivered across Europe, US and Asia on Anaplan
- **€1.5M+ flagship program** sold and delivered at Atos, generating significant maintenance & support business
- **50+ consultant practice** built and led with full P&L ownership at Atos Consulting
- **Tier 1 client relationships** with long-term master agreements, including world leaders

## PROFESSIONAL EXPERIENCE

### DataValue Strategy

2019 – Present

*Co-founder - Head of Anaplan Practice*

- Co-founded and scaled a specialized EPM consulting firm to **€5M annual revenue**, driven by high-value offerings and strong market positioning
- Built and expanded **Tier 1 client accounts**, including negotiation and signature of strategic master agreements
- Established a **leading Anaplan partnership**: 50+ projects sold and delivered across Europe, US, and Asia
- Designed and industrialized **hybrid consulting + technology offerings** (FP&A, ITFM, ESG/CSRD) combining advisory and proprietary assets
- Developed **proprietary Apps generating recurring revenue** (IT Controlling, IT BSC, Carbon Accounting)

### Atos – Consulting

2011 – 2019

*Senior Partner - Head of Business Performance Improvement (2015 – 2019)*

- Led and scaled a **50+ consultant practice** with full P&L ownership, managing recruitment, staffing and performance
- Drove **multi-million € revenue growth** with continuous margin improvement across the practice
- Originated, sold and delivered large-scale Finance transformation programs — key deal: **€1.5M+ flagship program** enabling significant follow-on business
- Developed strategic offerings aligned with market demand: **Digital Finance, EPM, IFRS 15, analytics**
- Opened and expanded key accounts across public sector, utilities, and industry; leveraged **technology partnerships** to accelerate go-to-market

*Partner | Head of Finance & EPM Practice (2011 – 2015)*

- Built and scaled a **30+ consultant EPM team** with recurring revenue streams and high-margin delivery
- Positioned Finance transformation as a key growth driver; drove sales pipeline and execution

### CGI – Business Consulting

2002 – 2008

*Senior Manager*

- Built a Performance Management practice from the ground up — **~€2M annual revenue**; recruited and led an 11-consultant team
- Developed **strategic partnership with SAP/Business Objects**; sold and delivered complex engagements (up to 1,000+ consulting days)

### Earlier Experience

–2002

- **Audit & Internal Controls** – Creatis Audit: strong Finance and risk foundations in listed industrial environments | **Entrepreneurship** – Novamac: founded and scaled an IT business

## CORE CAPABILITIES

- ◆ Revenue Generation & Business Development
- ◆ Practice Build & Scale (People, Offers, GTM)
- ◆ P&L Ownership & Margin Optimization
- ◆ Strategic Partnerships & Ecosystem Development
- ◆ Finance Transformation & Digital CFO Advisory
- ◆ Enterprise Performance Management (EPM / Anaplan)
- ◆ Large-Scale Program Delivery
- ◆ Proprietary Solution Design & Productization

#### KEY DIFFERENTIATORS

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<b>Business Builder</b> Offer creation, Tier 1 BD, recurring revenue	<b>Commercial Leader</b> P&L, margins, deal origination	<b>Practice Leader</b> 50+ teams, recruitment, culture	<b>Hybrid Profile</b> Finance + IT + transformation + product
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#### EDUCATION & CREDENTIALS

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- ◆ HEC Paris – Executive Education
- ◆ ICCF – Corporate Finance
- ◆ CISA – Certified Information Systems Auditor
- ◆ ESIAE