

SOUFIANE BENMANSOUR

General Management | Organizational Leadership | Financial Oversight | Entrepreneurial Mindset

+212676978212 soufiane.benmansour@proton.me https://sbm.carrd.co/ https://sbx.journoportfolio.com/ Rabat, Morocco



EXPERIENCE



General Manager & Digital Consultant

ESS Family Business 01/2016 - **Present** Rabat, Morocco

- **Business Transformation:** Restructured family asset from traditional multi-service to tech-distribution & services.
- **Commercial Strategy :** Directing high-value client relations, B2B mandates, national & international market expansions.
- **Management & Innovation:** Architected proprietary e-commerce engines (ESSTECHNO.COM & TamTamKeen).
- **Strategic Joint Venture :** Engineered high-value brand distribution partnerships (including ACCENT)
- **Corporate Advisory :** Audited local SME workflows, introducing leadership frameworks and team empowerment.
- **Executive Workshops :** Designing advanced operational resilience and human leadership programs for corporate teams.



International Project Director & Global Alliances

ESS Family Business / DRI 01/2017 - **Present** USA, Peru, Chile, Bolivia, Morocco

- **All Terrain Project Engineering :** Designing and launching premium adventure tourism hubs (Sandboard Points).
- **Multilateral Coordination:** Orchestrated international coordination, team leadership, and sports ecosystem development across South America and Morocco.
- **Strategic Alliances:** Driving corporate sponsorship hunts, state funding alignments, and resource mobilization.
- **Event Architecture:** Designing operational models and institutional alignments for the Morocco International Sandboard Open.
- **Trade Feasibility Studies:** Conducted comprehensive Morocco-Latin America trade feasibility and market entry studies for commercial goods and premium imports.



Financial Analyst

Bank Al Maghrib 02/2011 - 12/2015 Rabat, Morocco

- **Monetary supervision :** Managed Interbank Markets, treasury bonds, yield curves, interest rates analysis, and REPO operations.
- **Systems Coordination :** Streamlined institutional reporting processes, accelerating cross-departmental decision-making frameworks.
- **Data Accuracy:** Optimized Reuters yield curve publication workflows, reducing critical timing errors.
- **Operations Governance :** Directed functional relocation logistics and operational risk reporting during departmental transitions.
- **Organizational Culture Research :** Reviewed of pre-publication research Regarding internal central banking structures.



Mutual Fund Management Companies Analyst

AMMC (formerly CDVM) 11/2008 - 09/2009 Rabat, Morocco

- **Risk assessment :** Conducted structural risk audits and operational risk mappings for OPCVM funds and Asset Management firms.
- **Compliance Engineering:** Developed formal inspection procedures, internal policies, and regulatory compliance frameworks.
- **Regulatory Monitoring:** Maintained continuous compliance tracking to ensure strict financial market standard alignment.



Auditor

EY (Ernst & Young) 11/2007 - 03/2008 Casablanca, Morocco

- **Financial Auditing:** Delivered operational control reviews for commercial banking institutions and industrial enterprises.
- **Process Analysis:** Identified internal control weaknesses, delivering strategic industry benchmarks and operational plan reviews.
- **Academic Thesis:** Authored a comprehensive OPCVM mutual fund audit report as a graduation thesis for KEDGE BS.

EDUCATION

KEDGE Master's Degree (Grande École) - Financial Engineering

KEDGE Business School (EQUIS, AMBA, AACSB)

09/2005 - 06/2008 Bordeaux, France

- Program Exchange For MBA Courses At Fu Jen University (AACSB) In Taipei, Taiwan



ENCG Diploma

Hassan 1st University ENCG Settat

09/2002 - 06/2005 Settat, Morocco

- Selected With Honors For The Dual Degree

Operations Management Executive |

Strategic PMO & Change Management Lead

Operations Management Executive | Strategic PMO & Change Management Lead High-caliber, systems-driven Management Profile with over 15 years of experience specializing in

Organizational Design, Human Leadership, and

Management & Innovation. A KEDGE Business School graduate, my trajectory uniquely bridges strict institutional financial governance (gained within Bank Al-Maghrib & the ex-CDVM) with agile, cross-border corporate execution.

Expert in **Organizational Psychosociology, Team**

Empowerment, and Performance Optimization. Proven capability in navigating high-stakes transitions, de-escalating operational friction, and building autonomous human structures under extreme pressure. Fluently **quadrilingual** (Arabic, French, English, & Spanish) with a **proven worldwide operational**

capacity. I possess an unshakeable resilience forged through leading complex multi-lateral networks across diverse international landscapes. McKinsey Forward-certified in strategic leadership; engineered to mitigate risk, optimize human capital, and streamline operations for **high-growth international enterprises and global operations.**

KEY ACHIEVEMENTS

Elite Academic

Awarded fully funded admission to KEDGE Business School.

Pioneer Webmaster

First webmaster for Morocco's ENCG Settat— early digital presence

TamTamkeen & ESSTECHNO.COM

Conceived and launched Tamkeen & ESS Digital Business Card

International Sports Diplomacy

Appointed Country Director DRI (USA) (Morocco).

McKinsey Forward Certificate

Graduated from the McKinsey.org Forward Program (June 2026).

LANGUAGES

Arabic	Native	
French	Native	
English	Fluent (TOEFL, TOEIC, GRE)	
Spanish	Proficient	
Chinese (Pinyin)	Beginner	

SKILLS

Leadership: Organizational Leadership, Team Management, Operations, Event Organization

Business: Business Development, Sales, Consulting, E-Commerce Strategy, Worldwide operational capacity

Technical: Financial Analysis, Risk & Compliance, Audit, AI & Digital Transformation

Holistic leadership: High-endurance athletic profile combined with strategic resilience, cross-cultural communication & cosmic diplomacy

INTERESTS

- 🏇 Board riding
- 🏞️ Outdoor & Adventure
- 🥋 Martial Arts & Discipline
- 🧘 Mindfulness & Well-Being
- 💡 Technology & Innovation
- 🎨 Creative Arts
- 🚗 BMW Mechanics