

Paul NORMAND

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EDUCATION

- 2014 - 2016** **Master's Degree in International Business Law, Paris II Panthéon Assas University**
Double Degree with the *Ho Chi Minh City University of Economics and Law*
- 2013 - 2014** **Degree in International Law, University of Quebec in Montreal**
- 2012 - 2013** **Bachelor in Business Administration and Public Law, University of Bordeaux**

PROFESSIONAL & POLITICAL EXPERIENCES

- Nov 2015** **Marine/Logistics Insurances, Gras-Savoie and Willis, Ho Chi Minh City, Vietnam**
- Market research: International shipping business in Vietnam
- Creation and management of my own clients portfolio
- 2014-2015** **Marketing & Business Development, CMA-CGM Logistics, HCMC, Vietnam**
- Consultant for transportation solutions and Cargo insurance development
- Market research and Monitoring of growth opportunities
- 2014-2015** **President, Association of the International Business Legal Experts, HCMC, Vietnam**
- Daily management of the association
- Events organisation (seminar, professionals after-works, lectures)
- Creation of a contest of eloquence in South Asia
- 2013** **Legal assistant, Deshoulières Law Firm, Montréal, Canada**
- Composition of legal documents in Intellectual Property and Commercial law
- 2012 - 2013** **Co-founder, French Youth Team, Paris, France**
Professional sailing team for the First Youth America's Cup in San Francisco
- Negotiation of partnership with the French Sailing Federation for representing France
- Media and press communication
- Sailors management
- 2012** **Campaign Office, M. Pellois Deputy of Morbihan first district, Vannes, France**
Responsible of youth electors
- Organisation of political events and Public speaking
- 2008 - 2012** **Government Body, European Youth Parliament - France, Paris, France**
Elected for 2 years
- Strategy of development, Institutional relations, Management of the french members
- Participation of Parliament sessions, Debates and political events about Europe

ADDITIONAL SKILLS

- Computer** Pack office, **French legal database**
- Languages** **French** (mother tongue), **English** (professional), German (basic), Vietnamese (beginner)
- Other** Life saving and First aid degrees

ACHIEVEMENTS

- Jobs** **Lifeguard** (July/August: 2010 to 2015), **Salesman** (Christmas period: 2008 to 2012)
- Sports** **Iron Man Finisher** (3.8 km swim, 180km Bike, 42,2km run), **Sailing** (professional level)
- Interests** Travels, Geopolitics, Military history