

Dr Thomas ORLIAC

1784 rue Saint André, H2L 3T8 Montréal QC, CANADA
☎ +1 (514) 654-0814 ✉ thomas.orliac@gmail.com
www.thomas-orliac.net or [LinkedIn](#)

Trade Facilitation Expert, 11 years' experience PhD in Economics from Sciences-Po Paris (France)



BACKGROUND

Economist (PhD)

Trade Facilitation Expert
Trade Policy Analyst
International Relations
Strategic Planning
Public / Private Sectors
Project Manager

SKILLS SUMMARY

- Excellent Research, Analytical and Technical skills
- Ability to provide advises and policy briefs on complex problems
- Customs, Process mapping, data analysis and performance measurement
- Experience of trade capacity building in developing countries
- Good skills in Communication, Diplomacy and Lobbying
- Ability to work for higher levels of responsibility
- Teaching, Awareness actions management and partnership development
- Computer-literate performer with extensive software proficiency
- Bilingual French / English

PROFESSIONAL EXPERIENCE

01-2017 to Present (Montreal QC, CANADA; Dakar, SENEGAL; Abidjan, IVORY COAST; London, ENGLAND)

INDEPENDENT CONSULTANT, Thomas Orliac Conseil

- Provide expertise on economic, customs, transport and trade facilitation projects
- Elaboration of Communication plan and Change Management strategy
- Participate to conferences on transport and trade facilitation issues
- Technical Assistance Projects (including USAID funding projects)
- Implementation of the WTO Trade Facilitation Agreement

ACHIEVEMENTS:

- ✓ *Contributing to deliverables (process mapping, priority matrix, action plan, diagnostic, progress and final reports)*
- ✓ *Follow-up and presentation to the client including high-level institutional, political and economic representatives*
- ✓ *Managing working sessions and trainings*
- ✓ *Assessing Customs/Port processes and governance*
- ✓ *Elaboration of Managerial and Technical structures, Monitoring tools and Materials (Guides...)*
- ✓ *Developing Communication plans (internal / external) and Change management strategy*
- ✓ *Providing consulting to involved stakeholders (workshops) and conducting needs assessment surveys*
- ✓ *Review of trade facilitation developments and needs in key UK trade partners (evaluation of best aid for trade options following Brexit, building of trade facilitation indicators, impact analysis, theory of change)*

Technical Assistance projects: Design and implement an Authorized Economic Operator program in Senegal (Nathan Associates, USAID LPFM II Project); AEO seminars to raise public awareness and AEO workshops to train audit team in Côte d'Ivoire (Nathan Associates, USAID LPFM II Project) ; Implement the Cote d'Ivoire Enquiry Point within the Trade Facilitation Agreement (Nathan Associates, USAID LPFM II Project) ; **Projects:** Provision of Strategic and Economic Case for Trade Facilitation and Border Management (IMC Worldwide, The Foreign & Commonwealth Office)

05-2015 to 06-2016 (Montreal, QC and Ottawa, ON, CANADA)

TRANSPORT ECONOMIST, Canadian Pacific Consulting Services (CPCS)

- Lead the CPCS's office in Montreal, QC
- Develop CPCS's business in the Quebec market
- Support North American Division projects and business development activities
- Assist CPCS's Francophone West Africa Division and business development needs around the world
- Provide expertise on economic, transport and Customs projects

ACHIEVEMENTS:

- ✓ *Opening an office in Montreal (strategy, budget, legal issues, location, services...)*
- ✓ *Developing a business plan for the Quebec market and acting as a Business Development Officer*
- ✓ *Participating to conferences on transport issues (panelist) and Networking events*
- ✓ *Drafting proposals (budget, methodology, schedule)*
- ✓ *Contributing to deliverables (economic and financial analysis, progress and final reports, action plan)*
- ✓ *Follow-up and presentation to the client*
- ✓ *Data management of large datasets*

Providing opportunity and feasibility studies, socio-economic impact analysis, business plan, strategic planning for various clients in Quebec (Ports, Maritime sectors, Government) and in Africa

02-2014 to 05-2015 (Montreal, CANADA; Abidjan, IVORY COAST; Accra, GHANA; Pointe-Noire, CONGO)

SENIOR CONSULTANT – TRADE FACILITATION EXPERT, Deloitte Consulting

- Manage technical assistance projects and act as Performance, Risk Analysis and Customs expert
- Establish productive relationships with senior government officials and the business community
- Implement new policy following international best practices
- Contribute to strategy and communication plan
- Promote change management policy
- Conduct assessments, process analyses, data collection and exploitation, presentations and reports

ACHIEVEMENTS:

- ✓ *Drafting proposal (budget, methodology, schedule)*
- ✓ *Participating to deliverables (process mapping, priority matrix, action plan, diagnostic and progress reports...)*
- ✓ *Steering Committee presentations with high-level institutional, political and economic representatives*
- ✓ *Managing working sessions, the projects and the team with 75% of my work on the field (West Africa)*
- ✓ *Assessing Customs/port processes and governance, and the local economic environment*
- ✓ *Organisation of trainings and materials on performance measurement, intelligence techniques and risk analysis*
- ✓ *Elaboration of monitoring tools (Performance Indicators, Human Resource Management System)*
- ✓ *Communication plans (internal / external) and Change management strategy*
- ✓ *Working-out IT specifications for Customs Performance and Risk Analysis*
- ✓ *Development of a regulatory framework mapping the Intelligence Services*
- ✓ *Providing consulting to involved stakeholders (workshops) and conducting needs assessment surveys*
- ✓ *Development of AEO managerial and technical structures, the AEO application process and guidelines*
- ✓ *Selection of pilot companies for the AEO program (audit)*

Technical Assistance projects: *Design and implement a pilot Authorized Economic Operator program in Ghana and a AEO Mutual Recognition Agreement with Ivory Coast; Improve Customs/Port process methodology and management tools (Ivory Coast); Action plan to improve port crossing at the port of Pointe Noire (Congo); Develop the Intelligence Bureau and enhance the information processing cycle (Ivory Coast)*

08-2014 to 09-2014 (Montreal, CANADA; Geneva, SWITZERLAND)

CONSULTANT – STATA EXPERT, Private Contractor

- Build extensive databases designed for gravity models (international trade forecasting)
- Perform programs and gravity regressions by using Stata (a statistical software)
- Replicate a paper (including tables and figures) and extend it by using up-to-date estimation techniques

04-2012 to 11-2013 (Paris, FRANCE)

TRADE FACILITATION MANAGER, Directorate General of Customs and Indirect Taxes

- Ensure France's attractiveness and Customs compliance
- Provide recommendations to reduce supply chain delays and costs
- Promote the perception of French Customs (for Customs staff and traders)
- Support the project "Customs 2018" with the deputy General Director in charge of foreign trade
- Oversee monitoring of Customs performance with the Internal Audit and Management Control Unit
- Arrange international conferences on cross border-related issues and its performance measurement

ACHIEVEMENTS:

- ✓ *Analysis of the French Import/Export process (port & airport), Business Process Models of the Cargo Community Systems AP+ and the CIN; Identification of costs, delays and security issues along the supply chain; Recommendations to enhance the effectiveness and the efficiency of the process; Communication and Awareness actions*
- ✓ *Analysis of the data pipeline shared by all actors of the supply chain and Border authorities, Streamlining recommendations*
- ✓ *Launching of a working group on Cargo Community Systems (CCS) aiming to standardize and simplify the process, with the top-level representatives of the industry*
- ✓ *Recommendations and key support to the port authority: working group on the multimodal platform at Le Havre; cooperation with the port of Le Havre to improve its attractiveness and reduce port crossing delays; management of a conference on port performance measurement, with the top representatives on the topic and actors of the supply chain; consulting about the creation of a port performance web portal with the ISEL (school of logistics)*
- ✓ *Advice for the French strategic project Customs 2018 and participation to the communication plan*
- ✓ *Key contribution to the new perception of French Customs performance about economic issues*
- ✓ *Cross-Directorate cooperation; Technical and analytical support to all the Deputy-Directors and Customs managers*
- ✓ *Creation of databases of high interests for Customs services (by using Stata, Excel, SPSS) and prospective analysis*
- ✓ *Development of new performance indicators with the Internal Audit and Management Control Unit by going beyond delays to measure reliability, predictability and causality links; Assessment of each regional Customs office action plan*
- ✓ *Development of new partnerships with international institutions, Universities (Chair and Research) and administrations*
- ✓ *Awareness actions towards the actors of the supply chain and Customs officers (internal meetings, policy briefs, lectures at the Customs school, conferences, public meetings, Ministerial conferences); Lobbying with international institutions*
- ✓ *Giving Presentations and public speaking (high level)*
- ✓ *Participation to the committee of Business Intelligence and the task force Security*
- ✓ *Contribution to the French Customs Journal on trade facilitation and economic performance issues*

France became the second economy making the greatest progress toward the frontier of the best performer in trading across borders according to the World Bank (Doing Business 2013), and its ranking improved from 24 in 2012 to the 1st rank in 2015.

09-2007 to 11-2010 (Paris, France)

TRADE POLICY ANALYST, Organisation for Economic Co-operation and Development (OECD)

- Explore border issues across OECD countries, measure impacts on trade costs and prioritize trade public policies
- Build a composite indicator: The Trade Facilitation Index (TFI)
- Meta-evaluation of the way aid agencies evaluate and assess their trade-related operations
- Conduct data collection, analysis and synthesis

ACHIEVEMENTS:

- ✓ *Research on trade facilitation issues with the best experts of the topic and knowledge of best practices*
- ✓ *Working papers on trade facilitation indicators, measure of trade costs and impact on trade flows, recommendations to prioritize public policies; such communications contributed to the success of the recent WTO agreement on Trade Facilitation*
- ✓ *Meta-evaluation, in collaboration with the GEM, of the way aid agencies evaluate and assess their trade-related operations*
- ✓ *Knowledge of all methodologies applied by key Competitiveness Indicators providers (LPI, DB, GCR, WEF...)*
- ✓ *Improvement of my computer skills with programming standardized methods (Stata) and my econometric skills*
- ✓ *Team working in a multicultural and international environment; English/French as working languages*
- ✓ *High-level contacts and Steering Committee presentations; Diplomacy*
- ✓ *Respect of deadlines and time management*

Construction of trade facilitation composite indicators to measure the performance of OECD Customs authorities in the context of the future WTO agreement on trade facilitation and identify priority policy (the TFI is available online)

09-2006 to 02-2012 (Paris, FRANCE)

PHD IN ECONOMICS, Sciences-Po Paris

- Research (empirical and theoretical) on international trade, transport and border costs
- Development of analytical, technical and computer skills (technical software)
- Long term projects leading, Creativity, Autonomy and expert in Data hunting

ACHIEVEMENTS:

- ✓ *Working papers with Groupe d'économie Mondiale (GEM-ScPo)*
- ✓ *Cooperation with the World Bank, the WTO and the OECD on trade facilitation issues*
- ✓ *Research assistant for the Director of the GEM and the Director of the MBA of Sciences-Po*
- ✓ *Tuition and management of Master thesis*
- ✓ *Research Library staff member*

PhD Thesis on “the economics of trade facilitation”, under the supervision of Patrick Messerlin.
Defended the 1st February 2012, jury: Hildegunn Nordas, Richard Pomfret and Thierry Mayer (presidency)

09-2006 to 06-2009 (Paris, FRANCE)

TEACHER, Sciences-Po & University Paris I Pantheon - Sorbonne

- Lecturer in international trade, SCIENCES-PO PARIS (Master)
- Teaching assistant for Master program in Fundamental Economics theory, SCIENCES-PO PARIS (Master)
- Teaching assistant for undergraduate program in National Accountability, PARIS I - LA SORBONNE (Bachelor)

ACHIEVEMENTS:

- ✓ *Giving presentations, public speaking*
- ✓ *Teaching skills, Manage the program and provide supports to students*
- ✓ *Group management (up to 120 students)*

02-2007 to 06-2007 (Paris, France)

CONSULTANT and SPEECH ADVISER, Korean Center of Foreign Trade and Investment (KOTRA)

- Write speeches in French, prepare daily press reviews, give French lessons and presentations of the French economy to Mr. Choi Jin Gye, General Director of KOTRA Paris

Before 2006 (Paris, France)

ASSISTANT OF THE DIRECTOR of Public expertise's department at FEI, Ministry of Foreign Affairs

- Support public and private operators in missions of international cooperation
- Technical support to the representatives of each involved administration

ASSISTANT, Enterprise "l'Européenne"

- Marketing, Advertising, IT Development, Accountability, Delivery

EDUCATION

DEGREES	PHD in Economics (with honors)	SCIENCES-PO Paris (Paris Institute of Political Studies)	2006-2012
	MASTER in International Relations	SCIENCES-PO Paris	2004-2005
	RESEARCH MASTER in Macroeconomics	University PARIS I PANTHEON - SORBONNE	2003-2004
	BACHELOR in Applied Economics	University PARIS IX DAUPHINE	2001-2003
LANGUAGE	French (Native Language, C2) English (Working knowledge, B2/C1) Notions of German and Chinese		
COMPUTER	Data Analysis and Statistical Software: EVIIEWS 8.1 , STATA 13.1 and SPSS		
SKILLS	Proficient in Microsoft WINDOWS , OFFICE and SharePoint , Deltek Vision (ERP) , LateX and OPEN OFFICE . Web Design and Photo retouch: Adobe Creative Suite 6		

SOCIAL ACTIVITIES

Association Think tank *MBóngui Epistémé*, a gathering of people from various profiles (Legal, Economist, Philosopher...);
Meetups on various topics

Leisure Music (guitar), Tennis, Computer and Photography

Research, Publications and additional information available on my website

<http://www.thomas-orliac.net/publications/publications.html>

References available upon request