



Maxime Delavallee | 25.01.1996

1, rue de l'Encheval  
75019, Paris  
T : +33 7 69 65 99 83  
maxime@crushonapp.com

## PROFESSIONAL EXPERIENCE

2018 - Now 3.5 years Paris, France	<b>Co-Founder, CEO</b> <b>CrushON</b> Circular fashion marketplace 15 collaborators, €1.4M annual GMV	<b>Strategic Development:</b> Grew the marketplace from 0 to €1.4M annual GMV, 15 teammates, 1.5k+ professional shops registered, 500k annual users and 94M liters of water saved in 2021 <b>Finance and Ops:</b> Secured €460k in pre-seed funding and co-led 6-digit contracts with Galeries Lafayette and Unibail-Westfield
2022 - Now 1 month Paris, France	<b>President &amp; Co-Founder</b> <b>Fédération de la Mode Circulaire</b> Federation of circular fashion companies 150+ companies, €2.5B annual industry rev.	<b>Strategic Development:</b> Grew the community from 0 to 150+ companies incl. Kering, Galeries Lafayette, Printemps, 12 teammates and executive board members <b>Industrial Relations:</b> Managing industrial consultations with fashion companies' C-level and other French federations
2020 - Now 2 years Paris, France	<b>Visiting Lecturer</b> <b>ESSEC, CentraleSupélec &amp; Sciences Po</b> Top-ranked business & engineering schools 24k c. students, €445M c. budget	<b>Education:</b> Teaching aspiring engineers in junior year how to pitch their business ideas and entrepreneurs in Master programs how to kickstart their startup growth strategy <b>Coursework:</b> Designed <i>Growth Marketing</i> , <i>Venture Capital</i> , and <i>Impact Reporting</i> courses (graded 4.86/5 by students in 2022)
2019 4 months Washington, US	<b>Short-Term Policy Consultant</b> <b>World Bank, Doing Business</b> International financial institution 189 member-countries, €40B annual aids	<b>Tax Policy and Administration Analysis:</b> Collecting and analyzing data about the domestic fiscal reforms in 24 economies, Co-wrote 2 official reports on the digitalization of tax administration <b>Government Relations:</b> Co-led the discussions on domestic fiscal reforms with 4 governmental delegations

## EDUCATION

2018 – 2019	<b>University of St. Gallen (HSG)   Master of Arts in International Affairs and Governance</b> Master in <b>International Affairs</b> (MIA) Program   Dual-Degree with Sciences Po   Grade average: 5.5/6 Main courses: State and Economy, International Governance, Business Advocacy and Public Policy
2017 – 2018	<b>Sciences Po Paris   Master in Digital, New Technology and Public Policy</b> School of <b>Public Affairs</b>   Dual-Degree with HSG   Grade average: 15/20 Main courses: Digital Innovative Government, Finance & Monetary Policy, International Tax Governance
2013 – 2017	<b>HEC Montréal   Bachelor in Business Administration</b> Trilingual degree (French – English – Spanish)   Grade average: Honor Track (CGPA > 3.5) Double-minor in <b>Finance</b> (HEC) and <b>Computer Science</b> (McGill University) University exchange at Tsinghua University (Excellence scholarship from Ministry of Education of Quebec) Main courses: Venture Capital, Data Structures and Algorithms, Corporate Governance and Finance, Startup Thinking with Peter Thiel, Strategic Management, Human-Computer Interaction

## EXTRACURRICULAR ACTIVITIES

2017 – 2018	<b>27 Investment Club   Secretary General</b> Managed 6 members and co-organized 3 finance conferences of 50+ participants in Sciences Po
2016 – 2017	<b>TEDxHECMontréal   Executive Director</b> Managed 15 members and piloted a \$30k budget to organize a TEDx event of 300+ participants

## SKILLS AND HOBBIES

<b>Working and Conversational Languages</b> French (Native), English (C1), Spanish (B2), Korean (B1), German (A2), Mandarin (A1)
<b>Programming Languages, Software and CMS</b> Java, R, SQL, MS Office & Dynamics, Bloomberg, WordPress
<b>Hobbies and Interests</b> Politics and philosophy of technology and circular economy