



Mr Marc Ehrsam

Working languages: French or English



Background information

- High Business school (ICN Nancy, France)
- Graduate in Accountancy (DECS , Diplôme d'Etudes Comptables Supérieures, Lille II)
- Graduate in Law (Licence en Droit, Lille II)

Main background experiences:

- 9 years as Export sales manager, then marketing manager (CKB, Paris, power electrotechnic components)
- 13 years as Chief Financial Officer by Ruffié and Associates (Biologic laboratory) and by Sames Technologies (robotics and electrostatic paint systems for automotive industry): management of R&D Tax Credit (CIR – Crédit d'Impôt Recherche)
- Consultant at Spratley Conseil for grants and tax credit submission files: innovation, investment, export, venture capital.

Successes in supporting SMEs on the international scene

- 7 years experience of technical sales and sales support on the foreign market
- 5 years practice of financial controlling of foreign subsidiaries in Germany, UK, USA, India, and China.

Experience in the renewable energy / sustainable development sectors

- Success in obtaining grants from Oséo and Rhone-Alpes Region, for a new concept of construction of industrially processed wood (using second quality wood and natural insulating materials, in a full industrial process for quick on-site building).
- Success in financing of project for a new photovoltaic panels assembly system (Oséo and Rhône-Alpes Region).

Experience in innovation management

- Innovation consultant by Spratley Conseil, specialised in innovation financing through CIR (R&D tax credit) and public grants or refundable advances (35 SMEs supported in 3 years)
- Coordinator of a European Call for proposal (CIP Eco-Innovation 2009).

Additional expert skills

Strategy, finance, export sales, legal advice, organisation consultant.
Member of 2 business angels associations.