

# *Lucie Rousseau, LLB, MBA, PCC*

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## **CAREER PROFILE**

As a business coach since 2004, I have worked with a broad range of business leaders and professionals from various sectors, both private and public. Previously, as an experienced manager and seasoned financier, I have a proven track record in growing highly professional business units within different firms. I was recognized for my skills in business development, my sound knowledge of finance as well as my capacity to manage well-balanced and performing teams.

## **EXPERIENCE**

**2009-**

### **UNIX COACHING**

#### **Executive and business coaching**

- President and coach. Main areas of expertise
  - Executive coaching
  - Management coaching
  - High potential coaching
  - Business development coaching

**2004-2009**

### **CDC COACHING**

#### **Executive and business coaching**

- Coach in one of the largest coaching firms in Canada

**2001 - Today**

### **UNIX CONSULTING**

#### **Strategic advising**

- Main areas of activities:
  - Orientation and companies strategies
  - Orientation and personal development for managers and entrepreneurs
  - Evaluation of investment projects

**2000 - 2001**

### **NB CAPITAL PARTNERS**

**(Subsidiary of the National Bank of Canada, in charge of merchant banking activities).**

#### **Partner**

- In charge of business development and selecting financings through private placements in junior and mezzanine debt.
- In charge of developing and growing the financing team.
- Responsible for fundraising and managing the Mezzanine Fund of \$ 400 million. Successfully sold shares in the Mezzanine Fund to eleven institutional investors and contributed to sales to numerous individual investors. As a result, the size of the Fund increased from \$ 150 million to nearly \$ 400 million within six months.
- Member of the investment committee.

- 1997 - 2000**
- CAPITAL D'AMÉRIQUE CDPQ**  
**(subsidiary of Caisse de dépôt et placement du Québec)**  
**Vice-president**
- Responsible for business development and selecting financings through public and private placements in debt vehicles.
  - In charge of financings in all industrial sectors in Canada and outside Canada.
  - Responsible for the team managing a diversified portfolio (\$2.7 billion; 75 investments in Canada, the Unites States and Europe).
- 1996 - 1997**
- Manager (1996)**  
**Director (1996)**
- In charge of debt financing through senior debt, mezzanine and junior debt, public and private bonds.
- 1989 - 1996**
- NATIONAL BANK OF CANADA, MONTREAL**  
**Manager, Corporate banking**
- Main activity sectors: food, retail, mining and metals, pulp and papers, petrochemical, aluminum, transportation.
  - Structured, assessed risks, negotiated and closed transactions between \$15 to \$100 million
- 1987 - 1989**
- ROYAL BANK OF CANADA, MONTREAL**  
**Manager, commercial sector**
- Responsible for more than one hundred commercial accounts from \$1 million to \$10 million, in various sectors.
- 1984 - 1987**
- DEPARTMENT OF FINANCE, CANADA, OTTAWA**  
**Corporate Tax Division**  
**Lawyer/financial analyst**
- Contribute in the development of three federal budgets, including the fiscal reform of 1987.
  - Contribute in the development of a new taxation policy for the financial institutions sector.
- 1983 - 1984**
- DEPARTMENT OF FINANCE, CANADA, OTTAWA**  
**Economic development Division, Industrial Policy and Technology**  
**Lawyer/financial analyst**
- Contribute in the financial analysis of projects.
  - Responsible for impact studies of industrial and technology policies.
- 1979 - 1980**
- LANGLOIS, DROUIN ET ASSOCIÉS, QUÉBEC**  
**Lawyer**
- Corporate and commercial law.

## **ACADEMIC BACKGROUND**

<b>2011</b>	<b>INTERNATIONAL COACHING FEDERATION (ICF)</b> CERTIFICATION OBTAINED AT THE PCC LEVEL
<b>2009</b>	<b>INTERNATIONAL COACHING FEDERATION (ICF)</b> CERTIFICATION OBTAINED AT THE ACC LEVEL
<b>2006</b>	<b>UNIVERSITÉ DE MONTRÉAL</b> MINOR IN PSYCHOLOGY
<b>1984</b>	<b>MCGILL UNIVERSITY</b> MBA (Master in Business Administration) Main areas of specialization: finance and international finance
<b>1980</b>	<b>LAVAL UNIVERSITY</b> Pre-master studies in political sciences Main area of specialization: international policy
<b>1979</b>	<b>QUEBEC BAR</b> Bar training
<b>1978</b>	<b>LAVAL UNIVERSITY</b> Law degree

## **PROFESSIONAL ASSOCIATIONS**

- Quebec Bar
- Member of the Association of Quebec Women in Finance and member of the development and professional advancement committee
- Member of ICF (International Coaching Federation)
- Member of WABC (Worldwide Association of Business Coaches)

## **COMMUNITY ACTIVITIES**

- C.A. member of Tel Aide, a non-profit organization dedicated to listening to lonely and distressed people (since 2009).
- C.A. member of the Fondation Marie-Vincent, a non-profit-organization dedicated to protecting children victims of abuse (2000-2008). Governor of the Fondation since 2010.

## **OTHER INFORMATION**

- Fully bilingual: English and French