

# CAREERS !

TSE graduates share their experience



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Graduate - 2018

Master 2 Economics of  
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## CAREER AND ACADEMIC PATH

*Maria started as a first year student at "Universidad del Rosario" in Bogota. This university has a partnership with TSE and as she was interested in TSE's research topics and its impact on EU policy, she decided to apply to TSE for an exchange year in 2014 that she extended 3 times. Looking forward to discovering more about Industrial Organization, she prepared herself to continue her studies at TSE at the end of her exchange year and applied to the Economics of Markets and Organizations Master's program; since it was the perfect match to discover more in detail Industrial Organization and visualize some of the EU policy implications. Once graduated, she decided to target a highly regulated industry such as the transport industry. On May 2018, she has been hired by FedEx Europe in the "VISION team", where strategic business (revenue and network) planning is dealt with.*

## INTERVIEW

### ► What is your job at FedEx? Which kind of projects do you carry out for your company?

My job at FedEx is part of one of the three eyes that currently guides the business strategy. The demand eye. At FedEx the demand side of our business is studied and analyzed through time-series modelling. In other words, through forecasting. In the forecasting team our goal is three-fold.

- We provide clarity around the business performance from a volume/price/revenue perspective.
- We enable other departments such as Engineering and Finance to right size the network and drive profit whilst ensuring that customers can rely on us.
- And we drive decision making around a quantified future for the region.

The projects I carry out for FedEx contribute to the first two pillars. Every month, I provide clarity around the business performance by estimating how we'll close the month from a volume/price/revenue perspective. I identify uptraders/downtraders countries and customers, any holidays' impact and track the evolution of the month compared to previous months in order to come out with an estimate.

I also work cross functionally with Engineering and Finance to provide an estimate of demand towards Asia for the next 6 months every month. For this, time-series modelling is used, then business acumen applied in order to challenge/accept model's results. The refresh provided every month helps to right size the network since it provides an indication of volume direction in the near future. For example, when uptakes are observed in demand and expected to last, more capacity is put in place on the market.

► ***Are there specific hard skills acquired at TSE which are an asset in your job?***

Yes, definitely. The modelling skills acquired at TSE have helped to understand the logic behind the complex forecasting process we use. I feel lucky to have had the possibility of taking time-series at TSE! I have applied most of the concepts I learned, and have been able to learn to use them in the right way. **I think being able to understand a model from a more detailed perspective, and being able to identify its accuracy using the concepts learned at TSE is not only an asset for me, but for all TSE's students.** It really makes the difference on the job market, and generates a positive externality on future generations. **I believe part of the reason I'm part of FedEx is because former TSE students; who have been part of my team; demonstrated superior modelling/forecasting/analytical skills.**

► ***How would you say TSE helped develop your soft skills for this job? More specifically, what do you think of the professional development courses?***

I wouldn't doubt one second to say, YES! Few people have the opportunity to attend a school that cares so much about your Professional Development. But, I did when I attended The Toulouse School of Economics.

**The professional development course at TSE is one of the pieces that adds a lot of value on us.** With globalization surpassing the speed of light, the job market has become more demanding in terms of skills. We're in the era where soft skills can have as much as value as hard skills. TSE has well understood the direction the job market is taking and has been able to develop high quality lessons that help students prepare to go sell their expertise on the market.

On top of that, the coaches have the incredible ability to help students get the best out of themselves. They are always available for students looking for additional guidance and keep motivating you to never give up on your dreams and goals. They encouraged you to reach the stars and not to settle for less than the best of your capabilities! Last but not least, they make sure any learning is leveraged to future students and take good examples of success as an incentive for the others. As a former TSE student, the professional development course and the one in charge of make it happen (Lorna Briot) earn my highest recommendation.

► ***Any recommendation for students willing to work in the same business or job as you?***

My recommendation is simple: if you're passionate about it, willing to learn, ready to fail and not to settle for less than the best of your capabilities, you're at the right place at the right moment!

All this with a constant focus on your soft skills will take any of you where you project yourself. But of course, this needs hard work and dedication.