



Youssef AGOUZOUL

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PROFESSIONAL EXPERIENCE

METROSCOPE (EDF subsidiary)

Paris, France | 2021 – Now (5.5 years)

Industrial SaaS for condition monitoring and asset management using AI (Nuclear & Gas Power) – [link](#)

Technical Product Marketing Manager ----- (1.5 years)

Executed strategic initiatives to strengthen Metroscope's positioning in the power generation market. Partnered with Sales, Product and Engineering Services to align roadmap, messaging, and execution with market needs.

- Updated **product portfolio strategy** based on market segmentation, competitive analysis, and customer insights.
- Led **go-to-market** strategy for new product lines: value proposition, offer packaging, sales enablement.
- Clarified product **messaging and positioning** to differentiate in a complex industrial landscape.

Lead Customer Success ----- (2 years)

Led the structuring of the newly created Customer Success (CS) department, managed a team of 5 Customer Success Managers (CSMs), overseeing more than €4M in recurring revenue across 12+ subscribed customers.

- Set department **roadmap to scale operations**, and success plans strategies reducing by 30% the time to value.
- Developed a **service catalogue** that increased customer lifetime value by 5% and optimized service delivery.
- Acted as **Key Account Manager** managing relation with C-Level stakeholders: TotalEnergies – EP UK

Project Manager, Operations ----- (2 years)

Managed teams (of 3-5 members), cost, quality, deadlines, and C-level stakeholders engagement for software implementation projects (budget ~100k€/project). I acted as product manager (PM) for proof of concepts (POC).

- **Led 6 implementations** in industrial environments (4 CCGT + 2 nuclear) – TotalEnergies / TVA / EDF / PPC
- **Led 4 POCs** on Datacenters, 2 resulted in new product lines – Interxion / DATA 4 / EDF / EDF-PEI

IFP Energies Nouvelles (IFPEN)

Paris, France | 2020 (1 year)

Research institute in the fields of energy, transport and environment – [link](#)

As a **software engineer** on REALe, a connected suitcase for measuring vehicle pollutants outside test benches, I worked on industrializing the data workflow and enhancing the quality control processes for measurement results.

EDUCATION

IFP School - Specialized Engineering Degree - Energy and powertrains

Paris, France | 2018 – 2019

INP-ENSEEIH - Engineering Degree - Energy and Fluid dynamics

Toulouse, France | 2015 – 2018

Lycée Henri Poincaré - Scientific Preparatory Classes

Nancy, France | 2013 – 2015

SKILLS & PERSONAL

Languages: English (fluent), French (native), Arabic (native).

Interests: Theater (5 years), Mountain hiking, Swimming (competition level), Running (10k, Half, Marathon), BJJ.

Associative activities:

- **Skoole:** I worked on a Low-Tech digital solution to digitize textbooks and enable their accessibility in rural areas.
- **Educ'Ride:** I led initiatives aimed at inspiring children, and supporting teachers' digital transition.