

Lucie Rousseau, LLB, MBA, PCC

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Unix Coaching
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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.

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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 United 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.

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ACADEMIC BACKGROUND

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