# **LADRECH** Tristan



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#### **Business Skills**

C-Level and Account Management • Long Term Business Acumen • BtoB IT Solution experience • Presentation Over 5000 lines / Proven Knowledge Python • Pandas • PyTorch • TensorFlow • Numpy • Matplotlib • Shell • HTML • CSS • MATLAB • AWS Solutions Architect Associate certified Over 1000 lines or Familiar FORTRAN 90 • PHP • JavaScript • Scikit-Learn • SQL • JSON • Android • C++ • Hadoop • MongoDB • C# Languages French: native • English: C2 / Fluent • German: B1 • Spanish: B1

With a background in AI engineering and extensive experience of Technical Sales and Solution Architect on IT Global Accounts, I bring comprehensive technical expertise and strategic business insight to drive successful outcomes.

## **Professional Experience:**

#### Intel Corporation, Paris, France

#### Pre-Sales Engineer, Automotive & FSI

#### January 2023 – Today

Driving the account strategy and support the sales activities <u>on a technical plan</u>. I deal with my account's IT decision makers and Executives, but also OEMs, CSPs, and ISVs to create a long-term customer engagement. I cover the full Intel portfolio: Hardware/Software solutions on Datacenter, Cloud, workplace, IOT, and AI. I work with my customers to conceive and build tailored solutions to bring them the best out of Intel.

- KPI : 124% achieved on my 2021 target, 121% for 2022, 2023 on global targets.
- <u>Supported my customers by :</u>
  - <u>doing an account mapping</u> to understand how to support them more efficiently and empower them, and helped develop Exec relationship.
  - <u>training them and organizing technical workshops</u> or Quarterly Tech sync on : AI and CAD + Gen AI, Gitlab, VMWare, Intel roadmaps, Confidential Computing & Homomorphic encryption at Banks (SGX & TDX).
  - helping them adopt new technologies through POC and tailored solution design : PMem, Intel DCM, GPU Flex (Stock picking and VDI), GPU Max (GenAl RAG), Arc GPU (CAD/CAO validation), Gaudi (under CNDA), SPR HBM.
- <u>Trained Intel France organization and Intel partners at multiple occasions on</u> : Machine Learning & Deep Learning, OpenVINO, Kubernetes, Gen AI & RAG
- Helped develop Intel strategy by setting up and taking part into work groups : Green IT strategy, AI strategy.
- Represented Intel France with public speakership and communication : AI PC marketing video & newspaper article, speakership at events
- <u>Developed Intel AI footprint in France</u>: Leader of the engagement with Hugging Face, Mistral AI, Giskard, scikit-learn, Domino AI, Run AI, AFNUM
- Automotive Accounts : Stellantis, Renault, Valeo since 2020
- FSI Accounts : BNP, Société Générale, Crédit Agricole, BPCE, Axa

#### Pre-Sales Engineer, Automotive, Luxury & Retail and CommSP

August 2020 – January 2023

- CommSP Accounts: Bouygues Telecom, Altice SFR, Iliad Free
- Luxury & Retail Accounts: LVMH, L'Oréal, Cdiscount
- Software Engineering Intern, Improve Deep Learning performance

February 2020 – August 2020

- Made ResNet-50 inference 19x faster on a Xeon 6252 CPU by:
  - Optimizing TensorFlow Graph for Inference (including quantization)
  - Identifying bottlenecks & efficiently optimizing the use each core of the processor
  - Baseline: <u>90 images/seconds</u>; Achieved: <u>1700 images/seconds</u>
- Published an Intel Public White Paper about it, and proved the relevance of Xeons for inference

## Enedis, Pau, France

### Project Leader Intern, Develop Electric Mobility, and software dev

June 2019 – August 2019

• Increased electric vehicles use by employees by creating a map application using Cordova, showing the range of action (iso-distances) to avoid uncertainty.



## **Independent Projects:**

#### <u>urCompare</u>

#### Creator, created and developed <u>urcompare.com</u> (now offline)

- Learned Web Programming and Cloud Computing while coding it from scratch.
- Had to deal with different collaborators: added experience in team building, project management and entrepreneurship.

• Acquired 500 single users in 6 months with a social media strategy

#### Stock market strategies and tracker

#### https://tristanladrech.fr/pdf/Ideal\_Leverage\_Simulation.pdf

- Worked on finding the optimal leverage ratio for an S&P500 ETF investment.
- Evaluated the risk by conducting stress-test and a back-test on the 10 previous years using Python and Streamlit.
- Ideal leverage ratio estimated at 3.43 according to Kelly criterion. Uncertainty margins suggest lowering that leverage.

#### RAG for GPU Max

#### https://tristanladrech.fr/pdf/RAG\_on\_GPU\_Max.pdf

- Built a RAG for Intel GPU Max leveraging Llama 2.
- Tailored solution for a major French banking customer, led to a POC.

#### Laptop local GenAl assistant

#### https://tristanladrech.fr/pdf/Local\_Laptop\_LLM.pdf

- Built a local GenAI assistant running locally on a Windows laptop.
- Leveraged llama.cpp, Phi 2 model, and built a Windows app over it.
- Studied the impact of AVX512 on the performance of the application.

#### Speech-to-text to Summary code

• Built an app leveraging GenAI to transcript conversations. Leverage whisper and phi 2 models. Working but still in development stage (No UI).

#### Real-Estate code parallelization

• Python code that calculates all French cities €/m<sup>2</sup> of apartments and houses. Learned to parallelize the code to handle the quantity of data. Optimal CPU selector code

• Python code that calculates the TCO of any possible server configurations respecting client's requirements to find the best CPU SKU available.

## **Education:**

#### Master of Science in Computer Science / Engineering Diploma – INP ENSEEIHT

#### IMT Mines Albi-Carmaux, Albi, France

#### Master specialization, September 2019- February 2020

Deep Learning • Machine Learning • Data Science/Big Data • Local Optimization • Global Optimization • Hybrid Optimization • Smart Grid • Renewable Energies • Electrotechnics • Smart Building

#### Toulouse INP ENSEEIHT, Toulouse, France

Engineering school Master, September 2017 – September 2020

Advanced Fluid Dynamic • Wave Energy • Advanced Environmental Fluid Dynamic • Thermodynamic • CFD • High and Low Reynolds modeling

#### University of Stavanger, Stavanger, Norway

Erasmus Exchange, September 2018 – January 2019

Project Management • Entrepreneurship • Creation of urCompare • Offshore Wind Turbine • Finite Element Method • Fluid Dynamic

#### Military School of Aix-en-Provence, France

Preparatory class, September 2015- July 2017

Equivalent to US college: Math (Linear Algebra, Functions Analysis) Physic • Engineering • Sport

#### Recent Learning and certifications

#### AWS Solution Architect Associate

• Certified

#### GenAl

• NLP – Natural Language Processing with Python

#### Yale Financial Markets course

• Finished

Georgia Tech AI in Quantitative finance course

• On-going

Carnegie Public Speakership

• On-going



INP ENSEEIHT



