

INTERVIEW OF CHRISTOPHE CUTUIL COO AMERICAS

Can you introduce yourself and tell us more about your career at Cristal?



I was born in France, I came to Argentina at the age of 20 to continue my studies. In 2010, I started working at Cristal here in Buenos Aires as an investigator. I led international investigations for the Lyon office.

Christophe Cutuil,
Chief Operating Officer Americas

In 2011, after a reorganization of activities in Argentina, I proposed to the managers to open the Cristal office in Buenos Aires. Initially, there were four, and after two years, the team was around fifteen people.

In 2016, I took over as head of operations for the Americas. Today, we are around 25 at the office.

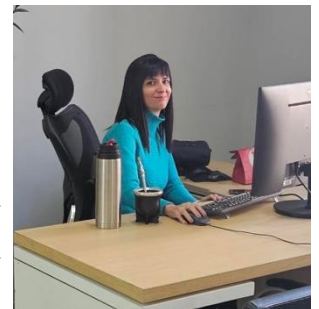
What are your missions ?

I oversee operations and customer relations, the organization of systems at a global level for the Americas. I am also called upon on IT subjects, and for the development of APIs.



What are Cristal's activities in Argentina ?

We produce surveys on companies based in the Americas, but our clients are also in Asia and Europe. This office also houses the quality department which oversees the reports produced in the various offices in the Americas. The production director, Andréa Miraz, is also based here in Buenos Aires.



Andréa Miraz,
Production Manager

What are the advantages for Cristal of being based in Buenos Aires ?



Buenos Aires offers a real opportunity for Cristal thanks to access to very well-trained employees. Indeed, access to higher education is easier in this country. In addition, the level of English is very good and there is a strong presence of large international companies.

What are your priorities and ambitions for the Buenos Aires office ?

We have just moved to new offices with the idea of recruiting in the future.

Being an important production center for Cristal, our evolution also depends on the activities developed in the other offices. We are working on the development of new products, such as connecting via APIs with our customers and suppliers. A large part of our activity concerns technical development. We work with developers to create the tools that different Cristal offices need.

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