

What is your position at Natexo?

I am currently **Head of Monetization** in the Barcelona's office. I am in charge of several teams (19 persons). I started in December 2014 as a Commercial, and I became Team Leader of France 3 months later. In November 2015, I became Head of Monetization.

Tell us about your functions:

I am the manager of all the Monetization teams in Barcelona, my work is to coordinate and help my teams achieve their goals and develop new countries (markets).

Since when have you worked for Natexo?

I am in Natexo since almost 2 years now.

What do you like most about your job?

I love the contact with the clients, develop new partnerships on several countries.

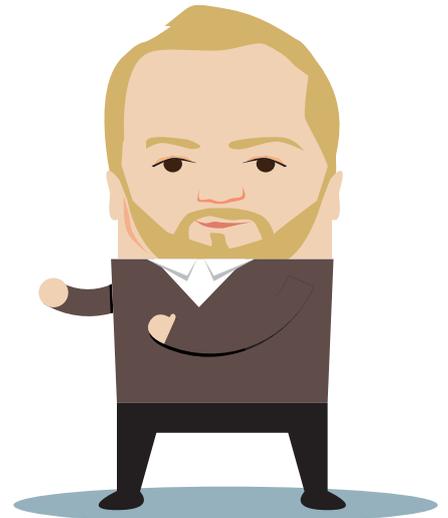
I also like to share my experiences and teach my teams some tips to progress.

Which are your favorite e-commerce websites?

It's not directly a website but I would say google.com/flights it's a comparator that help you prepare and anticipate your next trip. It seems to be perfect if you want to book a weekend and you don't know where to go !

Any anecdote you might want to share?

Yes, I have ! 5 days after my arrival at Natexo, there was the Natexo seminary and it was a famous Award ceremony. I founded it so cool to win an award (and also because I love the competition), I made a promess to myself that next year I will won something and indeed the next later I won the price of "Best Progression" and I still have the trophy on my Desk !



« I am in charge of several teams. I started in December 2014 as a commercial, today I am Head of Monetization. »

Guillaume Trillat,
Head of Monetization Spain

