

Quentin RÜHL

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EDUCATION

INSEAD

MBA Class of December 2026 (26D)

Singapore/France

2026

- Hugo Van Berckel Award: winning team of Master Strategist Day (INSEAD's strategy case competition)
- RobinHood Campaign Co-chair, Asia Campus: raised SGD15k with 95% class participation rate
- VP Events (Sports Business Club), VP AI & Startups (TMT Club), Diversity Fund Scholarship

Grenoble INP - UGA (Phelma / Ensimag)

MSc Cybersecurity & MEng Telecommunications

Grenoble, France

2015 - 2018

- Selective French Grande École in engineering, entry via competitive national exams

Lycée Henri Poincaré

Classes Préparatoires aux Grandes Écoles - PCSI/PC

Nancy, France

2012 - 2015

- Ranked 1st of 48 in final year

PROFILE

Technology and commercial operator with eight years' experience shaping and delivering new products, platforms and transformation programmes across countries, clients and business units. My experience has given me a practical understanding of how organizations evaluate opportunities, build business cases, align stakeholders, make buying decisions and drive adoption at scale, capabilities directly relevant to operations and commercial roles. I am now working in consumer as Growth Intern at a Singapore health startup, owning the launch of a new product from segmentation through to the acquisition and lifecycle engine behind it.

Through INSEAD, I have strengthened this operational foundation with deeper strategy, marketing and commercial capabilities, while building access to a global network across industries, markets and leadership communities. I am building my career in consumer goods and retail, in operations and commercial roles, and I am available from January 2027. As an endurance athlete I know the sport and wellness categories as a customer, and I care about how products reach the people who use them.

SKILLS

Program and operations leadership: delivered a 21 country, 1,200-employee transformation in 9 months; ran a portfolio of 10+ concurrent initiatives, aligning 20+ stakeholders across functions and teams

Vendor and cost ownership: owned the vendor, licensing and cost decisions behind a global enterprise platform, managing trade-offs between cost, risk and delivery speed

Partnership and deal exposure: worked both sides of enterprise relationships, from pre-sales conversations that won a new service line its first 2 clients to the multi-year vendor and platform partnerships behind a global rollout

Team and delivery leadership: hired and led a 3-engineer platform team, set its roadmap against real capacity and owned the budget behind a global platform serving 5 business units

Consumer commercial: defined segments, positioning and the acquisition and lifecycle engine for a new consumer product launch in Singapore

Cross-market fluency: French national with a career built in Luxembourg and Singapore, delivering for clients in Japan, China and across Europe, including standing up operations in China's separately regulated cloud market

EXPERIENCE

Wellsprout

Singapore

Health-tech startup offering gut microbiome products and testing to consumers and practitioners

Growth Intern – Part-time alongside MBA

2026

- Own the go-to-market launch of the company's new flagship gut health test, building its commercial infrastructure from scratch in a new category for the Singapore market
- Defined target segments, positioning and value propositions across consumer and practitioner audiences, producing the messaging and sales materials used in commercial conversations
- Building the customer acquisition and lifecycle engine end to end, from lead capture through automated nurture to the full post-purchase journey

Denemeyer

Luxembourg

Leading global intellectual property (IP) management firm providing legal and software services to clients worldwide

Cloud Platform Lead

2022 - 2025

- Drove strategy and global rollout of a new enterprise security architecture across 21 countries and 1,200 employees in 9 months, retiring legacy connectivity systems firm-wide and modernizing access control
- Established automated deployment framework and standardized operational processes across 5 business units, reducing manual work and improving reliability
- Modernized application landscape by migrating 6 legacy apps and onboarding 5 new cloud-native apps onto unified Azure platform, improving service delivery for non-European clients in Japan, China and Singapore
- Owned Azure platform supporting 5 business units and 1,000+ users; hired and led 3-engineer team and aligned delivery across 20+ stakeholders in IT operations, security and product engineering, prioritising roadmap across 10+ concurrent initiatives

Thales Cybersecurity Services

Luxembourg

Thales Group's cybersecurity division serving governments, defense and critical infrastructure across 148 countries

Cloud Security & Automation Consultant

2021 - 2022

- Designed the product and strategy for a new enterprise security offering, productized into a new Thales service line and supported the sales effort that secured 2 enterprise client wins within 3 months
- Delivered end-to-end engagements for banking and financial clients, designing and deploying tailored security solutions and operational tooling for in-house security teams
- Advised client CISOs and CTOs through weekly workshops, translating regulatory and security requirements into operational solutions; supported both pre-sales conversations and post-sale delivery

Deloitte Luxembourg

Luxembourg

Leading professional services provider offering audit, tax, consulting, risk advisory and financial advisory services

IT Infrastructure & Solutions Engineer (Senior Officer)

2018 - 2021

- Advised the CIO and COO during COVID return-to-office planning, turning raw network data into occupancy analytics that gave them a forward view of capacity across a ~2,000-employee headquarters for ~12 months
- Led implementation of Deloitte Luxembourg's first sanctioned Azure environment for client-facing workloads and new applications, spanning all four service lines (Audit, Consulting, Tax, Advisory) within a 5-person project team
- Strengthened firm-wide security posture by leading rollout of new security infrastructure, reviewing firewall policies and contributing to ISO 27001 and internal compliance audit cycles
- Partnered with development and business teams on client-facing initiatives including Secure File transfer projects and a financial data publication application

SmartBuild Asia (*B2B marketplace and data platform for the construction and building industry*)

Singapore

Cybersecurity Intern, sole security lead reporting to the CEO and CPO

2018

ADDITIONAL INFORMATION

Nationality / Work Authorization: French (Authorized to work in the EU), Singapore Student Pass holder

Language Proficiencies: French (Native), English (Fluent), Spanish (Practical), German (Basic)

Interests: Road and Trail Running (UTMB 50K, 2x Marathon), Road Cycling (Mont Ventoux, 2x Vêlosummer Challenge)