Billaud & Partners

Doha · Pointe-Noire · Fully mobile

ADVISORY FOR SMES & GROWING BUSINESSES · GCC · AFRICA · EUROPE

Run operations with method.
Sell, deliver, get paid.

Operations jammed, deliveries slipping, sales stalling, cash tight? From operations and supply chain to sales and cash, we find the root cause, solve it with your teams and set up the tools that sustain performance.

SERVICES

01
FRACTIONAL LEADERSHIP
Ops & supply chain lead, 1–2 days a week or interim

02
10-DAY DIAGNOSTIC
Fixed price: root causes and five costed actions

03
LEAN & PROCESS
Lean, continuous improvement, documented processes and KPIs

04
SALES & CASH
Sales strategy per market, quoting, invoicing and collections

WHAT WE BRING, AT EVERY LEVEL

STRATEGY
Market entry, sales strategy per market, pricing and project management

OPERATIONS
Flows, customs, compliance, Lean, continuous improvement, KPIs

PEOPLE
Clear roles, training, change management and on-the-job coaching

COMMERCIAL
Quote-to-cash, key accounts, customer service and after-sales

SECTORS WE SERVE

- **Importers & distributors** · supply flow, customs, cash cycle
- **Forwarders, transport & logistics** · quoting, billing, collections, audits
- **Retail & e-commerce** · fulfilment, returns, customer operations
- **Energy & industrial services** · project logistics, customs, QHSE

Setting up in Central or West Africa? Market entry and support on the ground in Congo, DRC, Gabon, Cameroon, Côte d'Ivoire, Ghana and Equatorial Guinea.

YOUR TEAM



RAISSA BINGA BILLAUD
Founder · Based in Doha · FR / EN / ES

Covers: GCC · Central & West Africa · Europe

Domains: logistics, customs & compliance, process & Lean, energy

Key skills: operational excellence & Lean, business transformation, process design (SOPs), KPIs & dashboards, customs compliance & bonded warehousing, negotiation with authorities

Experience: 15+ years. Schlumberger: team of 15, 900+ shipments a month, customs penalty exposure cut by 98%. DHL: revenue built from $0 to $7.5M, 2 frontier markets launched. MSc Salford, Lean Six Sigma.

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Book a call: [Raissa's booking link]



DAPHYNE KOBIAHOUILA
Partner · Based in Pointe-Noire · FR / EN / PT

Covers: Central & Lusophone Africa

Domains: customer operations, quote-to-cash, e-commerce, market entry

Key skills: partner & agent sales networks, community & live selling, offer & pricing design, key accounts, collections, B2B sourcing

Experience: 15+ years. DHL Global Forwarding Congo: head of operations, oil & gas division, 17 people. €650K receivables recovered (90% of a 2-year debt). Maersk sales, Mercado Livre fulfilment.

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Book a call: [Daphyne's booking link]

BOOK A FREE 15-MINUTE CALL

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