

Sabrina COCCIA
Strategy, Organization, Transformation & Operational Restructuring
France & International
"Structure. Align. Execute."



Specialized in critical transformation phases, Sabrina COCCIA supports organizations facing complex situations to restore the healthy foundations required for both economic and social performance.

With over 20 years of experience in organizational restructuring, crisis management, budget oversight, and operational governance, she acts as an interim manager or senior strategic consultant to put companies back on solid and sustainable ground.

She assists executive boards and Boards of Directors in aligning structures with funders' requirements, providing:

- A clear vision of priorities and quick-impact levers
- Efficient reorganization of human resources and organizational frameworks
- Implementation of robust and transparent processes
- An ability to mobilize internal teams despite the tensions of challenging contexts

Trilingual (FR/EN/IT), she has successfully led international missions (Europe, UAE, USA, India, Indian Ocean) for companies facing redeployment, rationalization, or strategic transition under pressure.

KEY REFERENCES

MIR/Nice: Led the complete reorganization of a multi-site structure (4 level-5 ERP, 34 employees, €2M budget) in a context of structural and financial crisis. Restored balance, implemented management procedures, and ensured Board reporting.

Société Nautique de Saint-Tropez: General management, oversight of a €3M budget, renegotiation of partnerships (Rolex, BMW...), cost rationalization, professionalization of processes, and secured organization of major international events (Voiles de Saint-Tropez, Sail GP...).

Telecom Valley/Sophia Antipolis: Reorganization and process redesign, strategic repositioning of a technology cluster of over 130 members.

Vulog/Dubai: Strategic development in a highly constrained international environment, coordination of major negotiations (Nissan, local institutions).

CAREER HIGHLIGHTS

Advising startups, large corporations, and public entities on structurally significant projects (linked to Smart Cities and innovation): Toyota/IMRA, Vinci, HPE, Sopra Steria, Cisco, Dubai, and Aix-en-Provence.

Recognized expertise in governance, reporting, and stakeholder relations (boards of directors, executive leadership, financial partners).

Reputation for reliability, methodological rigor, and clarity in critical phases.

STRENGTHS

Ability to restore a strategic vision and translate it into concrete organization through:

- Structural audits and diagnostics
- Redesign of roles, processes, and reporting lines
- Executive coaching and manager training
- Structuring of management tools and internal flows

An international speaker and active member of think tanks on organizational transformation, Sabrina combines strategic vision, operational discipline, and a strong sense of collective purpose.

Sabrina COCCIA

Founder of Spirit Level Consulting & La Ligne Intérieure

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