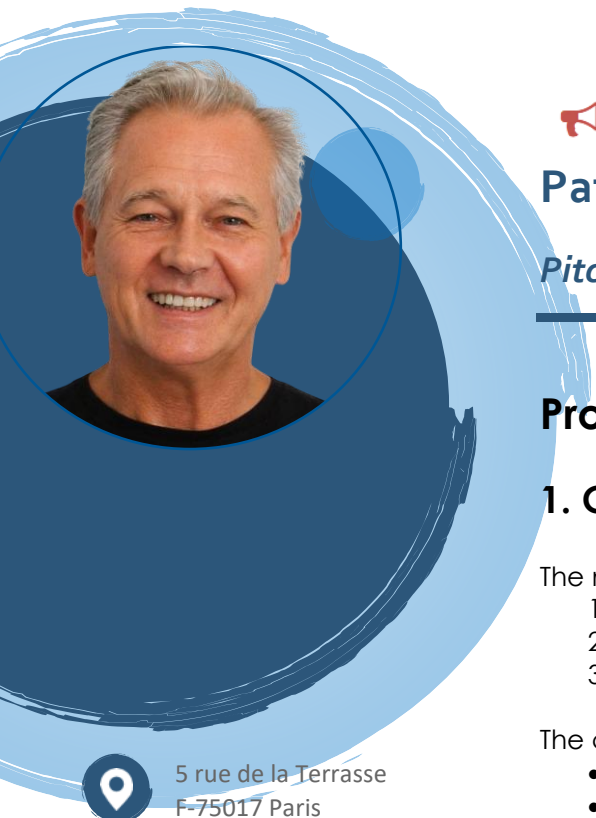




 Global Pitch Coach

Patrick JAY *Startup Pitch & Investor Readiness Coach*

Pitch. Network. Convert.

Proposed Methodology & Delivery Plan

1. Coaching Guidelines

The methodology is designed around 3 operational objectives:

1. Build investor-ready clarity
2. Increase strategic networking efficiency
3. Maximize concrete business opportunities during VivaTech

The coaching approach combines:

- pitch refinement,
- networking preparation,
- behavioral coaching,
- investor interaction simulation,
- event strategy optimization.

This is key as many startups fail at major events because of:

- unclear value proposition,
- weak strategic positioning,
- insufficient preparation for high-pressure interactions,
- lack of structured networking objectives.

The methodology therefore focuses on operational readiness rather than theoretical presentation training.

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 [Global Pitch Coach](#)
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Working Style

Operational | Strategic | Direct

Focused on helping founders and teams:
gain clarity, strengthen credibility, increase investor engagement, communicate business value with confidence, and convert visibility into concrete business opportunities.

Certifications

- French Registered Training Company CEO
- Certified Coach — Coaching Institute Geneva Certification
- Cambridge Executive Coaching Certificate

- Former EU Council registered trainer 2011-12

Bilingual English - French

Based in Paris, France

2. Delivery Structure

Phase 1 — Initial Assessment & Diagnostic

Timeline is before 25 May 2026

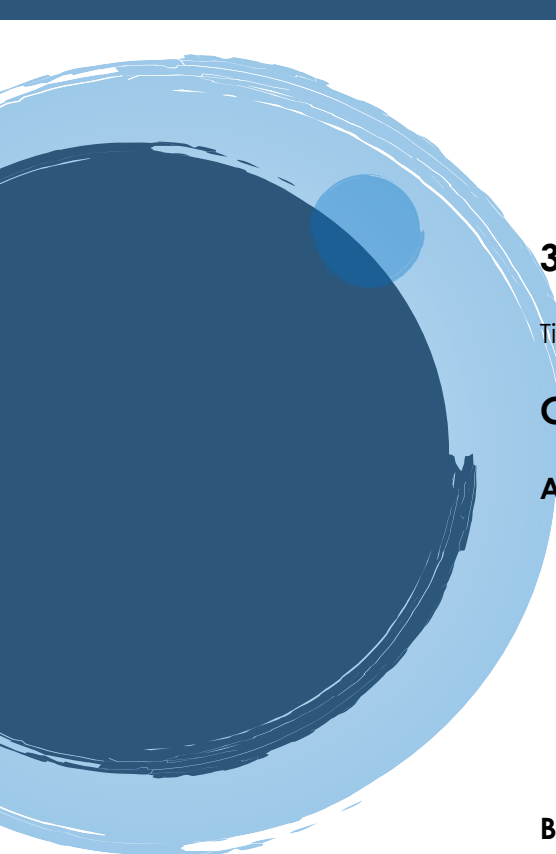
Deliverables

- Pre-coaching self-assessment questionnaire
- Initial startup communication diagnostic
- Identification of strengths, gaps and priorities

Focus Areas

- Pitch clarity
- Investor readiness
- Communication confidence
- Networking strategy maturity
- VivaTech objectives
- Target stakeholder mapping

The diagnostic creates an individualized coaching path instead of generic startup training.



3. Phase 2 — Individual Coaching Sessions

Timeline is 25 May – 14 June 2026

Coaching Topics

A. Investor Pitch Optimization

- Pitch structure
- Message hierarchy
- Business clarity
- Storytelling efficiency
- Credibility signals
- Time management
- Persuasive delivery

2|2

B. Investor & Stakeholder Q&A Preparation

- Anticipating difficult questions
- Managing pressure (performance stress)
- Concise answering techniques
- Handling stalks, complaints and real objections
- Maintaining credibility under challenge

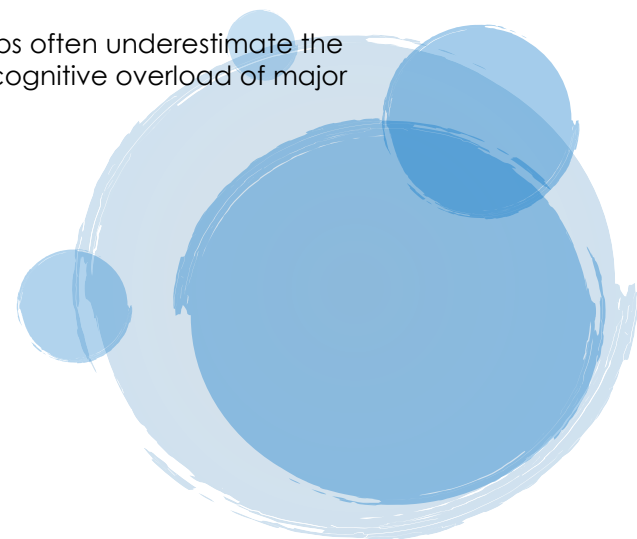
C. VivaTech Networking Strategy

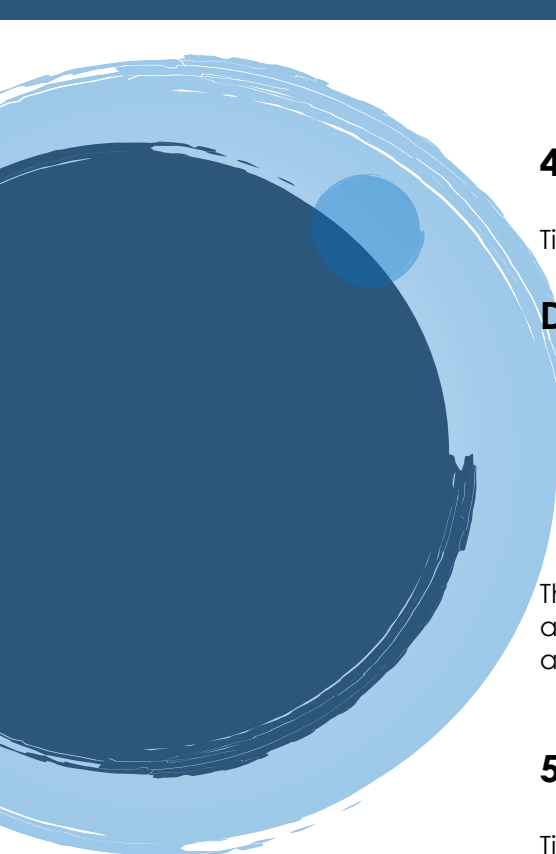
- Networking objectives
- Contact prioritization
- Conversation opening strategies
- Relationship-building techniques
- Follow-up preparation

D. Event Navigation Strategy

- Strategic use of:
 - booths,
 - conferences,
 - side events,
 - matchmaking sessions,
 - ecosystem meetings.

This is key in the field as startups often underestimate the operational complexity and cognitive overload of major international events.





4. Phase 3 — Customized VivaTech Agendas

Timeline is: completed before 14 June 2026

Deliverables per Startup

- Personalized participation roadmap
- Strategic meeting priorities
- Networking targets
- Recommended event opportunities
- Interaction preparation guidance

This is key as event ROI increases significantly when founders arrive with a structured action framework rather than exploratory attendance.

3|2

5. Phase 4 — Reporting & Progress Tracking

Timeline is before 30 June 2026

Deliverables

For each startup:

- Individual progress report
- Coaching observations
- Key improvements achieved
- Remaining recommendations
- Strategic communication guidance

Maximum: 5 pages per startup

6. Final Report

Timeline: before 15 July 2026

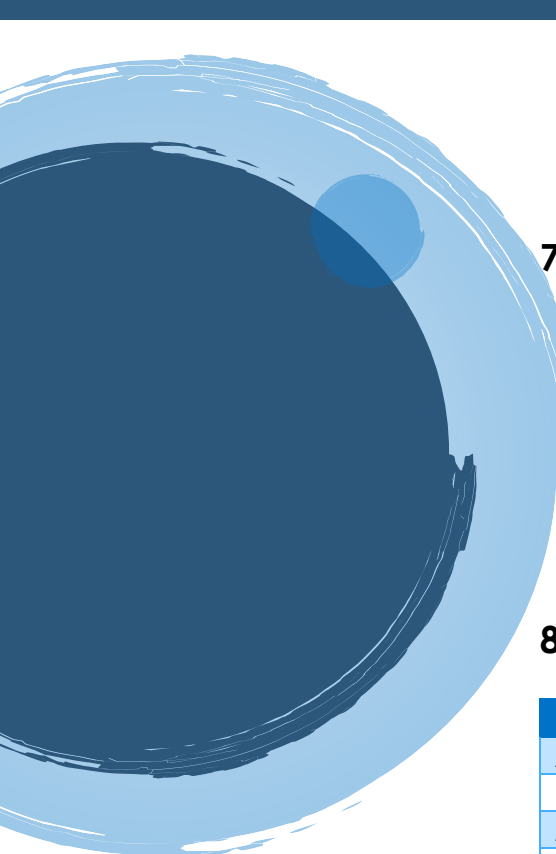
Final Deliverable

Comprehensive final report including:

- overall coaching outcomes,
- recurring startup challenges,
- observed progress patterns,
- recommendations for future programs,
- VivaTech participation insights,
- best practices for investor-event preparation.

Maximum: 15 pages





7. Working Style

- Remote coaching delivery
- English-language facilitation
- Interactive and hands-on sessions
- Founder-centered coaching
- High responsiveness
- Operational orientation
- International business communication perspective

8. Estimated Allocation of Effort

Activity	Estimated Days
Assessment design & analysis	1
Individual coaching sessions	6
Agenda preparation	2
Individual reports	2
Final report	1
Total	12 working days

Contact

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