

POIROT Emilie

French – 30 years old

Khlong San District, Bangkok

Contact number: +66 6 38 15 94 88

E-mail: poirot.emilie@yahoo.fr



Result-driven, graduate with four years' experience in purchasing and sales, I am an open minded person, with abilities to handle multiple tasks and to work as a team in order to achieve objectives on time and with excellence. I am looking to obtain a challenging position offering growth on a professional and personal level.

WORK EXPERIENCE**MAX LUXURY PACKAGING - France**

02/2015 – 07/2015

New Business Account Manager

Max Luxury Packaging is a French family company that creates exclusive packaging: folding box, shopping bags, hangers, labelling...

- Developed a new customer portfolio within several sectors such as Cosmetic and Fragrance, Food and Beverage, and Hospitality
- Performed customer's needs analysis, quotation's delivery, negotiations and contracts drafting
- Project packaging management: monitored technical development, manufacturing, inventory management and deliveries

Achievements:

- Prospective clients: 100
- Turnover of 250K€
- Managed 1 person

VITALAIRE (Group AIRLIQUIDE) – France

06/2013 – 08/2014

Account Manager – perfusion, nutrition and diabetes

VitalAire is the French leader company that provides health services for the treatment of Oxygen Therapy, Sleep Apnea Therapy, Insulin Pump Therapy and Perfusion

- Responsible for promotion and development of VitalAire activities to the medical staff
- Carried out services training regarding new VitalAire tools and medical devices
- Handled Public Relation for VitalAire
- Managed VitalAire nurses to improve the taking care of patients
- Conducted strategic analysis using SWOT, competitive analysis, market study to develop a logical structure of action

Achievements:

- Prospective clients: 350
- 50% activity increase in one year
- Managed 4 people

Packaging Purchaser

Parfums Christian Dior is one of the worldwide leader company in perfumery and cosmetics

New projects operation management

- Acted as a strategic member of project management team to determine best suppliers and handled all steps from request for quotation to allocation market - cost negotiation, delivery capability and quality negotiations
- Project management after-market allocation in collaboration with several internal departments and suppliers

Portfolio Management

- Developed suppliers diversification strategy: benchmarking for cost optimization, conducting analysis regarding price/quantity ratio and value analysis
- Created a tool to communicate about suppliers' performances: OTIF and Quality

Transverse Management – Packaging purchase department restructuration: integration of a part to samples purchase into the sales packaging purchasing department

- Responsible for the transferable references Audit
- Top management pitch presentation regarding analysis and actions plan for integration
- Managed the operational integration of new references into the sales packaging purchasing department: conducted staff training and working time reorganisation
- Worked on the new purchasing samples contracts: closed to open contracts

Achievements:

- Purchasing budget up to 6M€
- Managed up to 20 suppliers
- Managed 5 people

Packaging purchaser costs optimization – Intern

- Value analysis: buying portfolio analysis to determine cost savings options in collaboration with the development team and suppliers
- Responsible of new and old references transposition in order to quantify savings.

Achievements:

- Purchasing budget up to 500K€
- Annual savings: 1.5M€

EDUCATION

ESIEE School of Management, France 2008 - 2011
Master in Management in Biotechnologies and Bioindustries

Laval University, Québec, Canada 2010
Master of Business Administration, exchange program

Orleans University, France 2005 - 2008
Bachelor in Biology and earth sciences

FUNCTIONAL SKILLS

French: mother tongue; English: working proficiency
Proficient in Microsoft office (Excel, PowerPoint, Word)