



MARINE PERRIN

Long-term mission statement: Contribute to impactful and sustainable business practices.

Career Objective: Actively seeking a BUSINESS DEVELOPER role to leverage my sales and procurement experience into international retail leadership.

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PROFILE

High academic performance (GPA 3.9)

- Detail-oriented, methodical
- Proactive, committed
- Intellectually curious
- Strong analytical and creative mindset

LANGUAGES

French- Native

English- Bilingual (C2)

Spanish- Intermediate (B2)

SOFTWARE

SAP ERP

Nielsen

Excel (Advanced)

Kantar Panel Data

Power BI

Microsoft Office

PowerPoint (Advanced)

HTML/CSS · JavaScript (basics)

INTERESTS

Travel: Namibia, Germany, Austria...

Sports: Swimming, athletics, tennis, alpine hiking

Music: Piano and music theory (7 years at competitive level)

Painting (Watercolor, gouache, oil)

Contemporary art and cultural museums

Volunteering

PROFESSIONAL EXPERIENCE

Nestlé, Paris- September 2025-January 2026

Category Manager NESCAFE for Auchan, Casino, Monoprix, and Franprix

- Implemented commercial strategies and tailored action plans for major retail accounts.
- Managed promotional plans and piloted a €4M budget across my assigned retailers. Budget monitoring with management control and pre-evaluation of promotional operations. Market and category analysis.
- Strengthened customer relationships to position Nestlé as category captain in coffee.
- Coordinated with national marketing teams and supervised field sales execution for full in-store deployment.
- Recommended client-specific merchandising strategies and developed planograms to support full category-driven execution

Nestlé, Paris- September 2024-September 2025

Strategic Buyer (Apprenticeship) – Local Indirect Marketing and Sales

- Managed supplier panel and sourced new providers
- Led 15 full-cycle tenders (from sourcing to contract), with spend levels between €100K and €1.5M.
- Supported internal stakeholders and led cross-functional projects

Nestlé, Paris- January-June 2024

Assistant Category Manager Infant Nutrition (Internship) Carrefour, Provera & Casino

- Delivered monthly retail performance reports and weekly newsletters to 20 stakeholders
- Conducted business plan market reviews and participated in distributor meetings
- Led the creation and end-to-end execution of 5 trade marketing operations
- Coordinated sales force interface, performance analysis, competitor benchmarking, and contributed to planogram design
- Redesigned the HOURS Drive interface, pitched and secured full adoption by the client.

Filorga (Colgate Group), Paris- July-December 2023

Marketing & Sales Administration Assistant (Internship)

- Managed contracts, sales workflows and client partnerships
- Coordinated stock management for 120 pharmacy deliveries across three internal departments
- Gained full-cycle exposure to pricing strategy, rebates, and sales conditions.

EDUCATION

Rennes School of Business (class delegate)- 2023-2025

Master 2: Innovative Project Management (Work-Study Program)

Master 1: Marketing and Commerce

ERASMUS Exchange – Technological University of Dublin (6 months)

Rennes School of Business- 2021-2022

Bachelor's Degree in the "Grande École" Program – GlobalTech and Cybersecurity

Lycée Ampère, Lyon- 2019-2021

Preparatory Class for Grandes Écoles – Science Track

Lycée Daudet, Nîmes- 2018-2019

French Scientific Baccalaureate – Distinction Highest Honors

ASSOCIATIVE EXPERIENCE

Technological University of Dublin- February 2023

Member of the Volunteering Association

- Collected donations and pharmacy products for earthquake victims in Turkey & Syria.
- Provided tutoring for underprivileged children

Rennes School of Business- January 2022

Business Development – OCEANIA Association

- Identified and engaged sponsors, helped organize EDHEC Sailing Cup