

Curriculum Vitae



7 years working experience with 5 years Sales Management
(Cosmetic raw materials)

MBA & Cosmetic Scientist

Structure loving enthusiast with passion for personal development,
cosmetics, cultures & people

Personal Details

Name	Nina Schäfer
Birth date	29. April 1993
Residence	Wiesbaden
Nationality	German
Contact data	Klingerstr. 6a 65195 Wiesbaden Email: mail@schaefer-nina.de Phone: + 49 1712178364

Work Experience

10/2022 – 12/2022

Social Project in Tanzania, Africa

- Nonprofit start up for upcycling activities of waste products
- Sports charity with children & youngsters

07/2022 – 09/2022

Finale Exams of Diploma of Cosmetic Scientist

Society of Cosmetic Scientist with London School of Fashion

- Holistic cosmetic science program including
 - Principals of Skin & Cell Biology
 - Formulation technology & raw material management
 - Manufacturing & Regulatory
 - Product commercialization

10/2019 – 06/2022

Global Sales Manager Personal Care

WeylChem Performance Products GmbH

- Full responsibility for the Global Sales Management of the Personal Care business – around 10 Mio € Revenue
- Development & execution of the cross-sectional business strategy
- Management of global direct customers as well 5 exclusive distribution partners in Europe, Asia, and USA
- Development of new business potential in emerging markets
- Leading product commercialization projects in cooperation with R&D departments
- Identification & assessment of market expansion potentials

Global Key Account Manager Procter & Gamble Home Care

- Interims responsible (01 – 06/2022) for the global sales management as one of the company's top 3 key accounts
- Management of existing business of around 20 Mio € Revenue
- Negotiation & closure of long-term new business contract of 25 Mio € Revenue
- Management of 3 additional new business development projects in cooperation with R&D teams

01/2017 – 09/2019

Account Manager Personal Care

WeylChem Performance Products GmbH

11/2015 – 12/2016

Executive & Marketing Assistant

WeylChem Wiesbaden GmbH

05/2015 – 10/2015

Marketing Assistant

WeylChem Wiesbaden GmbH

08/2012 – 04/2015

General Management Trainee (Dual Studies)

Celanese GmbH

Education

09/2021 – 09/2022	Diploma of Cosmetic Science Society of Cosmetic Science with London School of Fashion, London
09/2018 – 09/2020	Master of Business Administration (MBA) WHU – Otto Beisheim School of Management, Düsseldorf Specialization in Marketing, Innovation & Entrepreneurship Grading: 1.4 (A-) Master Thesis: “Product launch during an economic crisis – an example of a B2B raw material launch during Covid-19”
03/2020	MBA – International Module Indian Institute of Management (IIM), Bangalore
06/2019	MBA – International Module Columbia University, New York
08/2012 – 07/2015	Bachelor of Arts, Business Administration University of Cooperative Education (BA), Frankfurt am Main Specialization in Project Management Grading: 1.6 (B+) Bachelor Thesis: “Conducting a gap analysis in the filtration segment and evaluating suitable strategic measures using the example of a chemical company in the plastics industry“
08/2012 – 07/2014	Commercial apprenticeship - Industrial clerk Chamber of Industry and Commerce, Frankfurt am Main
06/2009 – 06/2012	A-Level Gymnasium Eltville, Eltville am Rhein

Language Skills

German	Native speaker
English	Business professional
Latin	Proficiency certificate

Other Activities

Voluntary	Fundraising initiatives for Save the Children charity
Mentoring	Mentoring WHU Women Club
Interests	traveling, cooking, sports, reading, spending time with friends & family

N. Schaefer

Nina Schäfer (Wiesbaden, 25th October 2022)