**MARJORIE NAKAMA**

E-mail: [marjorienakama@outlook.com](mailto:marjorienakama@outlook.com) / Phone: (+51) 99730-9090 / In: [linkedin.com/in/marjorienakama/](https://www.linkedin.com/in/marjorienakama/)

# **PROFILE**

MBA in Food & Agribusiness, M.Sc. in Management and B.S. in International Business, polyglot (English, French, Spanish and Portuguese) with more than 16 years of experience working for multinational companies from agri-food, manufacture, governmental sectors, and international organizations, with work experience in France, US, Brazil, and Peru.

Senior executive in International Sales with experience in commercial, business development, market research and investment areas with proved skills in negotiation, build relationship and analysis. Understanding in e-business and digital marketing.

Chosen as a Leader Executive for OLAM Americas program. Representative of GROW Program: Women Leaders of Latin America. AFP Prima Excellence Award: Best business student in Peru. Winner of the 2021 Employee of the Year award.

# **EDUCATION**

* **MBA in FOOD & AGRIBUSINESS** – Double degree **2016 - 2017**

AUDENCIA Business School - FRANCE

ESPM - Escola Superior de Propagada e Marketing - BRAZIL

* **M.Sc. in MANAGEMENT** – Product development **2008 - 2011**

Universidad San Ignacio de Loyola - PERU

* **B.S. INTERNATIONAL BUSINESS** – International Marketing **2002 - 2007**

Universidad San Martin de Porres – PERU

# **WORK EXPERIENCE**

**OLAM INTERNATIONAL – Peru 2019 – Present**

Multinational company in the agri-food sector, with a presence in +70 countries worldwide, +74k employees and an annual net sale of US $33 billion.

**International Commercial & Business Development Manager - Superfoods**

* Directly responsible for international sales, marketing management and development of new business opportunities.
* Commercial & Business Development strategies for 30 countries developing strong international trade experiences.
* Manage the teams of customer service, export logistics and domestic sales.
* Reporting directly to the General Manager.
* Supervision and preparation of periodical reports for finance, market analysis, clients, and new opportunities.
* Formulate the sourcing, costs, and sales budgets per product and client. Define the quality aspects of the products with suppliers and clients.
* Drive meetings and discussions for market directions and market/product trends.
* Develop strategic, long-term partnerships with customers and suppliers.
* Permanent contact with Operations, QA, Logistics, and Finance.
* Visits trade-related fairs, clients, and KAM of other countries.

Achievements:

* Led initiative to decentralize sales reducing the dependency on a single client resulting in a 44% increase in the client portfolio from 2019-22.
* Managed the transformation of focus from bulk to retail business achieving 400% increase in retail brands on 3 continents.
* Led a 32% increase in sales, through the search for new clients, the negotiation and closing of sales between 2019 - 2022.
* Incorporate a new business line increasing the volume in 10% of total sales.
* Led the client’s satisfaction reducing the claims in 400%, reducing the customer service time in 50% and invoicing & payment in 70%.

**MAISON COLIBRI – France 2017 – 2018**

International industrial pastry company. Part of Groupe Roullier, a French business group, with a presence in +130 countries, with +8,200 employees and an annual net sale of €2 billion.

**Business Developer LATAM Market**

* Responsible for opening the Latin American market. Developed business opportunities and marketing and distribution strategies in the region.
* Oversaw launch for an array of organic products into the French market. Prepared the investment presentations, resulting in the creation of a new line of business.

**AUDENCIA BUSINESS SCHOOL – France & Brazil 2016 – 2017**

Top 10 business school in France; having alliances with major food companies in Europe and managing international trade projects.

**Project Developer**

* Responsible for preparing commercial proposals to key food companies, market research, product adaptation, marketing mix development and generation of strategic alliances.
* Creator of a direct supply chain between French producers and supermarkets.

**MINISTRY OF FOREIGN TRADE – Peru 2014 – 2016**

State entity in charge of facilitating, promoting, and increasing exports. Annual budget of US$ 55 million and +700 employees.

**Project Manager in International Development**

Responsible for development and implementation of projects to increase nationwide exports, in collaboration with international organizations (Embassies, Inter-American Development Bank, World Bank, others).

**INDEPENDENT CONSULTANCY - Peru & USA 2012 – 2014**

Consultancy for agricultural cooperatives, food companies and investment agencies at a national and international level.

**Consultant in international trade and investment**

Responsible for obtaining financing via international organizations, project execution, market research, advising emerging SMEs in Ohio-USA. Development of business structure and supply systems, implementation of technology and internationalization of companies.

**SAN MARTÍN REGIONAL GOVERNMENT – Peru 2011 - 2013**

Regional entity in charge of economic, environmental and energy development with an annual budget of US$ 500MM and +500 employees.

**Specialist in Economic Development (PYMES / Agricultural Coop)**

Responsible for increasing the region's exports in the food, agricultural and livestock sectors; training companies in foreign trade and organizing international fairs. Served as a commercial link between international buyers and companies, managing the trades between producers and the business sector. Coordinated the development of a foreign trade roadmap for the region.

**COSMOS AGENCIA MARÍTIMA – Peru 2006 – 2011**

Port management company with logistics services, part of Dubai Port World, +350 employees, annual sales US$ 80MM.

**Financial analyst**

# **AFFILIATIONS**

* Feed my Starving Children, USA
* Assoc. Fair Trad-e, France
* Artisans of the World, France