**MARJORIE NAKAMA**

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# **PROFILE**

MBA in FOOD & AGRIBUSINESS, M.Sc. in MANAGEMENT and bachelor in International business, polyglot ( English, French, Spanish and Portuguese) with more than 16 years of experience working for multinational companies from agri-food, industrial, 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 proves skills in negotiation, build relationship and analytical. Understanding in e-business and digital marketing.

Choose as a Leader Executive for OLAM Americas program. Representative of the 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 research and development of new products. Oversees the

Responsibilities:

* Commercial & Business Development strategies for 30 countries developing strong international trade experiences.
* Manage team of customer service, export logistics and domestic sales.
* Reporting directly to the General Manager.
* Financial tools, market analysis , and commercial support.
* Formulate the sourcing, costs, and sales budgets for the products.
* Drive meetings and discussions for market directions and market/product trends.
* Develop strategic, long-term partnerships with customers and suppliers.
* Understand customer needs and collaborate with other disciplines (Technical, Logistical, Financial) to develop new business opportunities.
* Define all quality aspects towards all product providers and customers
* Continuous contact with Sales, Operations, QA, Logistics, and Finance.
* Provides periodical reports on managed positions' exposure plus opportunities
* Visits trade-related fairs, customers, and vendors

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.

**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 the Latin American market. Evaluating the viability of business opportunities and developing marketing and distribution strategies in the region.

**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.

**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**

**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)**

**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