**MARJORIE NAKAMA**

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# **PROFESSIONAL RESUME**

Senior executive in International Business with experience in business development, commercial, opening new markets and project management areas.

**Key skills:**

* Negotiation, build relationship, analytical and interpersonal skills.
* International sales, investigating client opportunities and opening of new businesses.
* Fluent in Spanish, English, French and Portuguese.
* Global approach in the food and agricultural sectors.
* Understanding in e-business and digital marketing.
* Winner of numerous awards and recognitions.

# **WORK EXPERIENCE**

**OLAM GLOBAL AGRI – 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, research, and development of new markets. Established and execute the annual commercial plan in collaboration with internal & external customers. Oversees the customer service & local sales team, and global supply. Reporting directly to the General Manager. Chosen for the 2021 Latin American leaders’ program. Winner of the 2021 Employee of the Year award; for the successful development of new commercial alliances & partnerships.

* Led initiative to decentralize sales by developing a diversified client base and reducing the dependency on a single client. Planned entry into new markets and developed promotions, resulting in a 44% increase in the client portfolio from 2019-22.
* Managed the transformation of focus from bulk to retail business. Developed relationships with high quality clients and successfully participated in numerous tenders, assisted with product development, and comprehensively managed the supply to destination. Business unit achieved a 400% increase in retail brands on 3 continents as a result.
* 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. Develop the commercial strategy.

* Opened the Latin American market by creating a macroeconomic diagnosis of 41 countries, determining 12 priority markets and generating the commercial and distribution plan. Responsible for attracting 5 major distributors in 3 target countries.
* Oversaw launch of an array of organic products into the French market, through a field study of 7 products, developing the marketing plan and preparing 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 research and chase new business opportunities, preparing commercial proposals to key food companies, product adaptation, marketing mix development and generation of strategic alliances.

* Led the introduction of French bakeries to the Brazilian market by identifying key points of retail sale, developing proposals for adaptation to the consumer and identifying importers. Achieved the goal; to close 100% of targeted buyers.
* Creator of a direct supply chain between French producers and supermarkets. Identified communities of interest and selected products. Assisted with the design of a supply center and led the research into execution requirements for the project. Successfully met 100% of the objectives set by producers for supply to supermarket.

**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).

* Successfully developed 4 textile women’s associations in Cusco with sales in NYC, by creating the formal structure, hiring the renowned designer Meche Correa and promotion at international fairs.
* Reduced the carbon footprint of 15 companies by 7% and reducing logistics costs by 30% through the development of numerous projects, obtaining funds from investors and managing a budget of US$ 50 M.

**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.
* 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; training companies in foreign trade and organizing international fairs. Encouraging the entrepreneurial spirit through acquiring technology to make the products exportable.
* Commercial link between international buyers and companies
* 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

# **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

# **ADDITIONAL INFORMATION**

* **LANGUAGES:** Spanish & English (Native, full proficiency) // French (Advance level) // Portuguese (Intermediate level)
* **OTHER COURSES:**
  + Digital marketing, IPAD, 2022
  + Analysis and research international markets, ITC, 2012-2013
* **AFFILIATIONS:** Feed my Starving Children, USA // Assoc. Fair Trade, France // Artisans of the World, France
* **RECOGNITIONS:**
  + 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.