**MARJORIE NAKAMA**

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Lima, Peru

# **PROFESSIONAL RESUME**

Senior executive with experience in the business development, mentoring companies, commercial and project management areas in European, Latin American and North American markets.

* Fluent in Spanish, English, French and Portuguese.
* Planning, developing, and implementing strategies in the food, agricultural and manufacturing sectors.
* Strong communications skills, capacity to manage stakeholders and clients under complex situations.
* Winner of numerous awards and recognitions.

# **WORK EXPERIENCE**

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

Regional entity in charge of agriculture, production and export development with an annual budget of US$ 500MM and +500 employees.

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

* Trained companies and cooperatives to export their products to EU market (costs, marketing mix, others).
* Organized the participation of 40 companies in international fairs and trade missions.
* Identified international clients and put them in contact with companies and cooperatives.
* Facilitated the relationship between producers and businessmen by organizing technical tables with the support of cooperation and local governments in products such as coffee, cocoa, sacha inchi medicinal plants, corn.
* Promoted the acquisition of business technology through a Ministry of Agriculture Program.

**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**

* ***Fresh Asparagus to Netherlands (St Hermelinda Trader SAC, Trujillo):*** Transform a NGO that helped small farmers to a profitable company. Product development, market study, marketing plan.
* ***Cocoa nibs from Peru and Dominican Republic to Netherlands, Belgium and Switzerland (Lupuna Cacao SAC, Tarapoto):*** Design of the cocoa storage program, Design of the company structure (legal and HR), Financial statement construction. Clients: Barry Callebaut, Cargill, Valrhona.
* ***Organic banana puree to Canada (United Nations, ITC, Piura):*** Project for an agricultural banana cooperative. Product development (added value), market study, importation of Canadian samples, stablish contact with distributors.
* ***Raw chocolate paste to France (Nutrybody SAC, Lima):*** Market study and financial statements to request financing to the government innovation program (Fincyt).

**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.

**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**

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

* 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.

**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 Manager - Superfoods**

Directly responsible for international sales, marketing management, and research and development of new products. Oversees the local sales team, export logistics, customer service and global supply for private brands. 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 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.

# **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:**
  + IT tools: Teams, Zoom, Outlook 365, Google Drive, among others.
  + 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 students in Peru.
  + Winner of the Swiss Cooperation Project - SECO: “Strengthening of Foreign Trade Services”.