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| |  | | --- | |  | | **Contact**   |  |  |  |  | | --- | --- | --- | --- | |  |  | San Borja, Lima |  | |  |  | (+51) 99730-9090 |  | |  |  | marjorienakama@outlook.com |  |     **EDUCATION**  Magister in Food & Agribusiness 2016 - 2017  AUDENCIA Business School - Nantes, Francia  MBA : Food & Agribusiness 2017 - 2017  Escola Superior de Propaganda e Marketing (ESPM) - Sao Paulo, Brazil  M.Sc in Mangement : Product Development 2008 - 2010  Universidad San Ignacio de Loyola (USIL) - Lima, Peru  Lic. Adm. International Business : International Marketing 2002 - 2007  Universityof San Martin de Porres - Lima, Peru    **Languages**  Spanish, English: Native language  French : C1    Advanced  Portuguese : B2    Advanced intermediate    **Professional successes**   * Elected to OLAM's Americas Americas Executives program. * Winner of the award for the best worker of the year 2021 for the opening of new commercial alliances. * Representative of the GROW program - Women Leaders of Latin America. * AFP Prima Award of Excellence. Best business students in Peru. * Ganadora Beca integral, MSc in Management – NOSY * Winner of the Swiss Cooperation Project: "Strengthening Foreign Trade Services".     **Skills**   * Sales Planning * Business Acumen * Business development * Leadership     **Affiliations**  · Feed my Starving Children, USA  · Assoc. Fair Trade – Brittany, France  · Assoc. Artisans of the World, France | | |  | | --- | | MARJORIE NAKAMA    Senior executive fluent in English, French and Portuguese, experience of more than 10 years in the commercial, business development, investment and project management areas , with Global focus on multinational companies in the food, agricultural and manufacturing sectors. Expert in research, international promotion, product development and opening of new businesses. Oriented to the achievement of results and profitability of the business, analytical and strategic, with high capacity for prospecting and negotiation. Charismatic, persuasive leader, with excellent communication and dialogue skills, adaptable to work in multicultural environments and winner of different awards and recognitions . | | **Work experience**  Commercial Manager 04/2019 - Current  OLAM INTERNATIONAL – Superfoods Peru  *Multinational* company  *leader* in  *the* *agri-food sector*, with *presence in more than 70 countries, with 74*  thousand *employees and an annual turnover of US $ 33 thousand MM.*  Directly responsible for international sales and promotion, development of new products for private labels and investment projects. In charge of the local sales team, export logistics and customer service, reporting to the General Management.   * Leader in the decentralization of sales, through the elimination of the 78% dependency on a single client, the entry into new markets and international marketing, increasing the client portfolio by 44% between 2019 - 2022. * Transforming the business from bulk to retail, through preparation for tenders, product development and integrated management of supply to destination, achieving an increase in 400% retail brands on 3 continents. * Leader of the increase in sales by 22%, through search for new customers, negotiation and closing of sales, managing to increase the turnover of the company by 20% between 2019 - 2022.   Business Developer 07/2017 - 12/2018  HUMMINGBIRD HOUSE - Francia  *International industrial pastry company.*  *Part* of  *Groupe Roullier*, a  *French business* *group*, with *a presence in more than 130 countries, with 8,200 employees and an annual turnover of € 2 billion million.*   * Pioneer in the opening of the LATAM market through the preparation of a macroeconomic study of 41 countries, the investigation of 12 priority markets and generation of the Commercial and Distribution Plan , managing to capture 10 Distributors in 3 target countries. * Promoter of the launch of a range of organic products for the French market through the field study of 7 products, the preparation of the Marketing Plan and the preparation of the investment project, managing to create a new line of business.   Project Developer 08/2016 - 07/2017  AUDENCIA BUSINESS SCHOOL - Francia  *Top 10 of Grands Écoles in France, has alliances* in  *the main food companies in Europe and manages international* *trade projects.*  Responsible for developing commercial proposals to key food companies, market research, product adaptation, marketing mix development and generation of strategic alliances.   * Leader in the opening of French bakery to the Brazilian market through the identification of key retail points of sale, the proposal of a product adapted to the consumer and the identification of importers achieving Reach the goal of closing buyers 100%. * Creator of a direct supply chain between French producers and the supermarket through the identification of communities and selection of products, the design of a Supply and research of execution requirements for the project, managing to capture 100% the objective of producers for the supply to the supermarket.   Project Manager 01/2014 - 08/2017  MINISTRY OF FOREIGN TRADE - Peru  *State entity in charge*  of *facilitating*, *promoting* and *increasing* *exports* of  *the non-traditional sector, has an annual budget of US$ 50 MM and more than 700 collaborators.*  Responsible for the search for financing, development and implementation of projects in the textile and manufacturing sector in collaboration with international organizations (Embassies, Inter-American Development Bank, World Bank, others ).   * Developer of the textile offer of artisan women of Cusco, through the formal creation of associations, the design of garments with the renowned designer Meche Correa and the promotion in fairs international, managing to form 4 textile associations with sales in NYC. * Generator of the growth of Peruvian exports, through the elaboration of projects with a budget management or US$ 150M, obtaining funds and executing these, achieving the development of 4 production centers, the reduction of the carbon footprint in 7% of 15 companies and the reduction of 30% of logistics costs.   International Trade and Investment Consultant 11/2012 - 02/2014  INDEPENDENT CONSULTING - Peru, USA  *Management of consultancies to agricultural* *cooperatives, food* *companies* and *investment* *agencies nationally and internationally.*  Responsible for obtaining financing from international organizations, project execution, market research, advice to emerging SMEs in Ohio-USA, development of the business structure and Supply systems, technology implementation and internationalization of companies  Especialist in Economic Development (SMEs) 08/2011 - 02/2013  REGIONAL GOVERNMENT SAN MARTÍN - Tarapoto  *Regional entity in charge*  of  *economic*, *environmental* and *energy* *development with an annual* *budget of S/. 1,500 MM and more than 500 employees.*  Responsible for increasing exports from the region in the food, agricultural and livestock sector, training companies in foreign trade, organization of international fairs , commercial liaison Between international buyers and companies, reconciliation between producers and the business sector , and development of foreign trade roadmap for the region.  Finance Analyst 01/2006 - 01/2011  COSMOS AGENCIA MARÍTIMA - Peru  *Company that provides integral solutions in the maritime*, river and *port field*, *is part* of  *DP World, has 350 employees and an annual turnover of US $ 80 million.* | |

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