

# Nancee S. Thakran

CUSTOMER SUCCESS · SALES AND MARKETING

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## Education

### Jacobs University Bremen

B.SC. IN INTERNATIONAL LOGISTICS MANAGEMENT AND ENGINEERING

- With minor in Marketing
- Bachelor's thesis on the topic- Modeling a Cocoa Supply Chain: Specific Problems and Counter Measures

*Bremen, Germany*

*Sep. 2014 - Jun. 2017*

## Experience

### Nexxiot GmbH

(GLOBAL) ACCOUNT MANAGER FOR TANK CONTAINERS

- Working in the Tank Container segment for Nexxiot who is a leading enabler of a digitized supply chain with over 60.000 equipped rail cars and tank containers as of today
- My main role is to grow Nexxiot's business in the Tank Container segment and put their solutions into the hands of customers worldwide, be the leading force to drive revenues and meet growth targets, build lasting business relationships with customers across Europe and beyond in this segment.
- Carry out the responsibilities associated with being a key stakeholder in the Sales Process from early qualification to contract negotiation, closure and up-selling

*Hamburg, Germany*

*Feb. 2019 - PRESENT*

### Maersk Deutschland A/S & Co. KG

CARE BUSINESS PARTNER

- Working in the Premium section of Customer Service Imports
- My main role was to make sure that the business of my primary and secondary (back up) customers run smoothly for all inbound cargo (into Germany and/or other North European Cluster countries) with Maersk Line.
- I moved cargo as: Primary POC (Person of Contact) for Robert Bosch (Earlier: US MILITARY and GREENYARD FRESH), Secondary POC/Back up for ADIDAS.

*Hamburg, Germany*

*Sep. 2017 - Jan. 2019*

### Bosch Sicherheitssysteme GmbH

REGIONAL PRODUCT MARKETING (EMEA) INTERN

- In charge of working out initial script for an intro movie of a new product
- Creating database templates to collect, organize and follow up sales related data from all regions in EMEA
- Regular collection and implementation of business specific information for monthly review activities
- Support in making of commercial presentations (internal and external)
- Support in organization of business related events and activities

*Grasbrunn (near Munich), Germany*

*Aug. 2016 - Dec. 2016*

### Jacobs University Bremen

STUDENT MARKETING ASSISTANT

- Tasked with talking to/answering the queries of the prospective students
- Giving campus tours and organizing events
- Handling the Foundation Year programs' social media pages
- Coming up/implementing new ideas to advertise the program

*Bremen, Germany*

*Nov. 2014 - Jul. 2016*

## Research and Project Experience

### Jacobs University Bremen

DAIMLER SEMESTER PROJECT

- Participated in an Internationally set project which involved presenting Innovative ideas to try to solve real problems faced by Daimler in various fields, working with individuals from Daimler itself.

*Bremen, Germany*

*Sep. 2015 - Dec. 2015*

## Jacobs University Bremen

LOGISTICS BUSINESS PLAN PROJECT

*Bremen, Germany*

*Feb. 2015 - May. 2015*

- Problem: In a modern and globalized world it has been increasingly difficult to acquire skilled employees when entering a new market
- Won the Prize of Innovation for our Business Idea
- With the idea we not only provided an innovative idea involving data-mining but added a premium service involving headhunting
- The judges (heads of the renowned logistics company Röhlig, Hansa Meyer Global and BLG) especially complimented the creative and rather unique approach to the problem and business pitch

## Extracurricular Activity

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### Jacobs Open

ORGANIZER

*Bremen, Germany*

*Jun. 2014 - Jan. 2016*

- It's a debate event on campus in which people from all over Germany participate
- Part of the organization committee. Coordinated accommodation for 50 participants different German cities

### Serve the City Bremen

VOLUNTEER WORKER

*Bremen, Germany*

*Feb. 2014 - Jun. 2014*

- Participated in the creative transformation of an apartment corridor for approx. 25 children
- Tasks included painting the walls and transforming the Jugendwohngruppen building in Bremen Walle

## Skills

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<b>Publications</b>	Bachelor's thesis: "Modelling a Cocoa Supply Chain: Specific Problems and Their Countermeasures"
<b>Programming</b>	<b>Proficient:</b> R, Adobe Flash <b>Working Knowledge:</b> HTML5, CSS, LaTeX, Python
<b>Tools</b>	<b>Proficient:</b> Adobe Illustrator, MS Office, AnyLogic <b>Working knowledge:</b> SAP ERP
<b>Certification</b>	Scrum, Excel Macros, Adobe Photoshop, SEO, Google Adwords, SQL, XML, B2B Sales
<b>Language</b>	<b>Native:</b> English, Hindi <b>Working knowledge:</b> German <b>Basic knowledge:</b> French