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Product manager on import of fruit and vegetables,

Import export of fresh fruit and veges, position of buyer for a retail company.

In charge of a portfolio of international clients, for goods related to foodchain (from raw ingredients to final manufactured products)

Interface between Marketing, R&D, production and Sales.

Work experience

Since
November 2007

Product manager AGREXCO CARMEL

Mission: I'm in charge of the importation of citrus for France, Agrexco Carmel is a company mainly specialised in the importation of fruit and veges from Israel.

we also work on other origin like cyprus, palestine, morocco, kenya, peru, cuba, USA...

February 2007
November 2007

Commercial on fresh fruit and vegetables

Mission: Developping a portfolio of wholesalers
Developping relationship with retail companies and buyers of key account

Company doing importation mainly from italy and also from southern hemisphere of fruit and veges

mainly grapes, kiwi, watermelon and melon, italian vegetables,...

April 2006
October 2006

Sales representative.

Danone - Blédina SA

Mission: - developping a portfolio of 55 customers
- negociation for assortment, promotion volume and space
- survey on price strategy by area
- product display optimisation
- merchandising advice and set up
- reporting

January 2005
July 2005

Fruit & vegetables concept Head assistant

Champion - Carrefour Supermarchés France

Mission: - Development of furniture and merchandising for stores located in urban areas.
- Monitoring on fruit & vegetables sales and market shares, together with marketing department, executive head, sales development, trainers.

Means: - Sales analysis
- Competitor monitoring and price strategy
- Development of the brand concept

Appraisal: The Sales concept for urban areas was established. The over expected results, lead to a widespread to the global sales concept on all stores.

June 2004
September 2004

Fruit & vegetables sales and supply management

Auchan Hypermarchés France

Mission:

- Management of the daily orders supplying
- Actor in the platform's supply chain simplification, through a cost saving audit.
- Sales advices to the stores of the northern part of France, research on ways to improve profit and turn over.

June 2003
August 2003

Assistant in charge of the search of inorganic pollutant in water

Oise's Departement Laboratory

Mission:

- Update and creation of quality documents and procedures, preparation of the statutory audit.
- Process planning validation

June 2002
September 2002

Assistant in the cosmetic R&D department

CLC - Cosmetic Laboratory Concept

Mission:

- Monitoring of technological development on fonctionnal food
- Research for the development of an innovative product with probiotics, collaboration with raw materials suppliers.

Diplomas and education

September 2001
December 2005

ISAB Beauvais Superior Institute of Agriculture

Master's degree in food-processing and health at Beauvais Superior Institute of Agriculture

Area of specialisation: Ingredients & Health

January 2004
June 2004

UCC University College Cork

Consumer Food Choice Analysis, Food Retail Marketing & Supply Chain, New Product Development, Global food policy, Plant science...

September 1999
June 2001

Rouen University of Medecine

First year of medical studies.

Language skills

French

Speaking competence: Native speaker, **Written competence:** Native speaker

Spanish

Speaking competence: Intermediate, **Written competence:** Intermediate

English

Speaking competence: Fluent, **Written competence:** Fluent

Various

Gastronomy

Every topics related to Gastronomy, from wine tasting, cooking, to food behaviour and culture within france region and foreign countries.

Sport activity

Fitness, Taekwondo, Roller-hockey in the school team.