

Marguerite Dillard

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BUSINESS DEVELOPMENT

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Ann Arbor, MI, USA

WORK EXPERIENCE	Sales, analyst, purchasing, 20 years.
PORTFOLIOS	€ 25 K revenue, trade transactions, € 5 M volume.
MARKETS	Automotive, electronics, renewable energies, foods.
AWARD	City Council Volunteer Recognition Award, Ann Arbor, 2017.
EDUCATION	MBA.
LANGUAGES	Fluent American, French and German, Japanese: beginner.

WORK EXPERIENCE

THOMAS LE PRINCE S.A. FOOD PRODUCT MANUFACTURER €12M **Vallières, France**
BUSINESS DEVELOPMENT, EXPORT November 2013 - July 2014

- Export: market study in Dubai and in Germany.
Present to management and to COFACE, France's largest export credit insurer.
Selected as Go Export Initiative Participant of CCI-Haute-Savoie Chamber of Commerce.
- Sales: responsible for merchandising and replenishing 35-retail-stores for 3-product-lines.

FORD MOTOR CO. AUTOMOTIVE MANUFACTURER \$129B **Dearborn, MI**
SALES TRAINING EXPERT, Sales Planning, Marketing, Sales & Services May 2011 - December 2011

- Train dealerships on inventory monitoring to increase fleet turn-rate. Cooperate with zone managers.

BALANCE 4 EARTH L.L.C., START-UP Renewable Energy **Farmington Hills, MI**
SALES BACK-OFFICE, Trade Channel Wood Pellets October 2009 - December 2010

- Responsible for order-to-cash cycle: information to vendors, to customers, warehouse, transport and pricing.

YAZAKI N.A. INC., AUTOMOTIVE SUPPLIER Power and Data Network \$3B **Canton, MI**
BUSINESS ANALYST, SAP IMPLEMENTATION August 2008 - March 2009

- Validate business case assumptions. Built an NPV, net present value, model.
- Report to VP Finance.

OSI GROUP L.L.C., FOOD PRODUCTS MANUFACTURER, \$4B **Chicago, IL**
BUSINESS ANALYST, OPERATIONS AND FINANCE July 2007 - January 2008

- Commercialization: identified drivers of cost variances across product families.
- Capital Request: developed a FCF, free cash-flow, model.
- Quarterly Financial Group Reports. consolidate and present Profitability Benchmarks.
- Global Purchasing Team: analyst.

BUSINESS ANALYST, OPERATIONS AND FINANCE June 2006 - September 2006

- Export and Domestic Market of Meat Products: assessed and presented positioning scenarios.
- Manufacturing Asset Utilization: analyzed alternative scenarios of European operations strategy.
- Balance Scorecard: defined and presented key financial metrics of company performance.

ROBERT BOSCH GMBH, AUTOMOTIVE SUPPLIER, €47B **Stuttgart, Germany**
BUYER, Electronic Components, € 5M October 2002 - August 2005

- Quality Support: failure rate 0 achieved over 3 years, phased- out ailing suppliers, introduced performing suppliers using engineering change requests (ECR) cross-functionally within 7 business units: monthly report to upper management.
- Supplier Strategy: steered supplier ranking, allocated market shares.
- Price Negotiations: 15% savings each year for 2 consecutive years.

BUSINESS ANALYST, TRAINING PROGRAM January 2001 - September 2002

- Purchasing World Headquarters: analyzed the supply chain of steel blades.
- Diesel Plant (Tokyo, Japan): analyzed cost-reduction projects in technical purchasing of the business-entity rationalization project.
- Controlling Diesel Division: analyzed production costs across 5 diesel products and 7 plants.
- Purchasing Diesel Division: implemented a tool to track supplier manufacturing capacity for turned-parts.

VOLUNTEER

KING ELEMENTARY SCHOOL, ANN ARBOR PUBLIC SCHOOLS PARENT VOLUNTEER

Ann Arbor, Michigan
September 2014 - June 2019

- **Washtenaw Elementary Science Olympiad WESO.org Project Lead Volunteer**
Science tournament. After-school programming supported by the PTO. Non-profit organization recognized by the public-school board: 40 participating schools. Participation: 160+ children grade 2-5, learning > 1 / 20+ science topics 1-hour / week for 4 months, coached by > 20+ dedicated parent volunteers. Budget: USD 4,000.
- **King International Night Project Lead Volunteer**
On-stage performances. After-school programming supported by the PTO. Participation: max. 3 practices for 1 hour / week for 4 months, coached by > 20 committed parent volunteers. A 2-hour show of 20 unique acts of 3 minutes, performed by 500 children, 12 parent volunteers, audience of 1500. Budget: USD 1,500.
- **PTO Parent Teacher Organization Volunteer**
Consistently attended monthly meeting and contributed to the bi-weekly newsletter, not a Board Member.

SOCIAL WORK SALARIED INTERIM

Lyon, France
September 2012 - June 2013

- **Home Care Giver Salaried**
Support an elderly, Alzheimer patient. 5 day a week 8am – 4pm, in a private-home environment.
Tasks: keep company, daily walks outside, prepare meals and house cleaning.
- **Middle School Tutor Salaried**
After-school tutoring to a gifted and behaviorally-challenged teenager from a socio-economic-at-risk environment.
3 days a week 6pm-8pm, in a private-home environment. Tasks: teach to plan ahead, use your time wisely, be organized, answer knowledge-based questions and think to solve problems.

LOAVES AND FISHES FOOD PANTRY VOLUNTEER

Detroit, Michigan
March 2008 - June 2009

- Organize a pantry, distribute food. 1 day / week.

MICHIGAN INTERNATIONAL PROFESSIONALS ASSOCIATION NON-PROFIT FOUNDER + ORGANIZER

Franklin, Michigan
March 2008 - December 2011

- Monthly get-together for international professionals in Southeast Michigan: a speaker + a dinner + an art exhibit.

CARITAS HAUS MARTINUS RETIREMENT HOME EHRENAMTLICHES ENGAGEMENT

Stuttgart, Germany
October 2003 - June 2005

- Volunteer alongside a team of qualified nursing staff as part of the community life of 20+ elderlies to support personal, human and medical needs. 1 day/week, 7am-12pm. Tasks included: morning toiletry, getting dressed, going to the bathroom, handing out meals, spending that time as kind-hearted presence.

VOLUNTEER

1990 - 2019

- Teaching High-School French, Community Resource Instructor 2 x week / 3 months
2019, Ann Arbor, MI
- Junior Achievement in Charter Academies – Volunteer – 3 x in a year
2009, Detroit, MI
- Homework Afterschool, Volunteer, 1 x week / year
2007, Chicago, IL
- Hôpital Tenon, Oncology and Surgery, as High school Internship requirement
1999, Paris, France
- Social Center, Volunteer, 1 x month for 1 year
1995-1996, Saint-Gilles, Brussels, Belgium
- Prison Visit, Summer College Student, 1 day
1992, Albany, NY
- Elderly People Home, Middle School Student Volunteer, 2 afternoons
1990, Scarsdale, NY

EDUCATION

THE UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS Master of Business Administration

Chicago, IL

- Finance, Entrepreneurship

2005 - 2007

EM LYON BUSINESS SCHOOL Bachelor of Business Administration

Lyon, France

- WHU Koblenz, Germany Diplom-Kauffrau, 1999-2000.
- Waseda University Tokyo, Japan Japanese Language Certificate, 1996-1997.
- Internships: BMW A.G. plant Dingolfing, Germany, 99; TEPCO Electric, Tokyo, Japan, 1997.

1996 - 2000

NOTRE-DAME-DU-GRANDCHAMP

Versailles, France

Preparatory school Competitive entrance exam French business schools.

1994 - 1996

SYRACUSE UNIVERSITY Summer College

Syracuse, NY

- Fundamentals of Law and Argumentation.

1992