

CHRISTINE JAEKEL BERTRAND

Lean & Project Management

VALIDATION OF EXPERIENCE ACQUIRED

AUTHORITY : REIMS UNIVERSITY FRANCE (URCA)
12/2018 – 07/2019 **PRO LICENCE MANAGEMENT LOGISTICS PROCESS**

INDUSTRY & SUPPLY CHAIN

EMPLOYOR: ARCELORMITTAL, REIMS - fixed term contract
03/2018 – 08/2018 **BACK OFFICE – SALES ASSISTANCE**
Bilingual German compulsory

TRANSPORT & LOGISTICS

EMPLOYO: DAHER TECHNOLOGIES, PARIS -permanent contract
09/2017 - 11/2017 **SENIOR PROJECT MANAGER**
Business English compulsory

TRANSPORT & LOGISTICS (HIGH & HEAVY)

EMPLOYOR HANSA MEYER TRANSPORT, BRÈME (CDI CADRE)
2005 - 2017 **SENIOR PROJECT MANAGER**
1996 - 2002 **TRADE MANAGER & EXPORT COORDINATOR**
Bilingual German and Business English compulsory

Business Development

Monitor potential contracts in the markets of Vietnam, Laos, Thailand
Distribute project information internally
Prepare for the commercial presentations for pre-qualification (Power Point)
Prepare the application files with the client in pairs with the sales representative (Word)

Construction of commercial and technical proposals

Respond to calls for tender on time
Analyze customer needs according to the specifications
Design the most relevant technical offer
Ensure the feasibility and profitability of the project for the company (Excel)

Follow up on commercial proposals

Make presentations Kick-off meeting (Power Point)
Present the presentations in technical support to the sales representative
Assist the commercial by participating in negotiations
Pilot the preparation / verification of the contract of carriage between the legal service and the client

Negotiation of transport conditions with transport providers

Search and select providers
Negotiate prices, deadlines and contractual terms
Establish a schedule of conditions
Manage the preparation and drafting of contracts

Supervision of a multi-site team

Animate the network of agents located in the different countries of origin
Being the contact for the team at the destination
Coordinate carriers and operators
Manage disputes
Set up activity monitoring dashboards

GRADUATED PROJECT FREIGHT FORWARDER
1993 – 1996 : Professional training alternately
Bremen, Germany

GRADUATED SUPERIOR TECHNICIAN IN INTERNATIONAL TRADE
1991 – 1993 : BTS Commerce International
Dijon, France

Christine Jaekel – Bertrand

Born in 1971

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COMPÉTENCES

Soft Skills

Management of complex projects
ERP Administrator
Youth Trainer Recruiter
Internal marketing (print)
Events

Languages

Bilingual German for 25 years
Professional English

IT

Microsoft Pack Office, high level
Apple Software
Microsoft Outlook
Logiciel ERP Cargosoft, CRM
Wordpress

Behavior

Autonomy and Investment
Rigor and Precision
Anticipation and Organization
Analysis and Synthesis

Hobbies

Traveling
Creativity and Design
Meditation
Graphics
Social networks