



Antonin Muggeo

Business Development / Key Account Management / Export / Consulting



WHAT I BRING



MY STUDIES

2009 M.Sc. - Valedictorian
Food Engineering
AgroSup
♥ Dijon, France

2006 B.Sc. - With honors
Biology
Université de Bourgogne
♥ Dijon, France

LANGUAGES



MY PROFESSIONAL HISTORY

- 2018-19 ● **SALES ACCOUNT MANAGER** - *Smag, InVivo* - ♥ Montpellier, France
Expand business relationships with agricultural and food companies
➔ **60 clients / prospects, 30 signed contracts, €1M portfolio**
- 2015-17 ● **LATAM BUSINESS CONSULTANT** - *CCI International Bourgogne-Franche-Comté* - ♥ Santiago, Chile
Assist clients in their exportation strategies
➔ **10 contracts signed + 50 clients = €7M generated business**
- 2013-14 ● **INDUSTRIAL DEV ENGINEER** - *Grupo ACI* - ♥ Cañas, Costa Rica
Coordinate operational launch of a new food production factory
➔ **3 products debuted = \$3.7M revenue**
- 2010-12 ● **R&D PROJECT MANAGER** - *Urgo* - ♥ Dijon, FR
Supervise designing of pharmaceuticals
➔ **1 clinical study finalized + 7 products launched = €4.5M sales**
- 2009-10 ● **SCIENTIFIC SPECIALIST** - *Danone* - ♥ Paris, FR
Build digital crisis prevention tools
➔ **1 database delivered = >1000 references + 15 investigations**
- 2008 ● **RESEARCH ASSISTANT** - *Rutgers University* - ♥ NJ, USA
Develop lab operations
➔ **Yielded compelling results + 1 report written**

MY HOBBIES



LET'S CONNECT

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