

# INTERNSHIP APPLICATION

5 MONTHS \_ 15/04/17 – 15/09/17

## SHIP OPERATOR - MANAGING VESSEL PERFORMANCE

### CAREER OBJECTIVE

Graduated with a MBA in Shipping and Trading and four month of international experience, I come across today to improve my background by working in CHARTERING ACTIVITY. With your company I wish to have a better understanding and a practical achievement of supervising and monitoring ship insurance, calculating and monitoring general average, supervising the planning cargo intakes... I am enthusiastic to learn and prove myself. Curious with an open mind and I feel I am able to adapt myself to any framework. I wish to work in pragmatic way in an organization where I can show my talent and enhance my skills to meet company goals and objectives with full integrity and zest.

### WORK EXPERIENCES

**Period:** 04-08/2016. **Company:** EQUATOR CO.  
HO CHI MINH CITY. VIETNAM

**Position:** Sales Assistant (Sales Department)

**Job Description:** To develop and maintain customer relationship (Target: fishing boat < 2500 DWT). **Task:** Drafting EXXONMOBIL marine lubricant products data sheet; Drafting sales pitch for EQUATOR CO sales team; Study of the global competitive landscape (marine lubricant market), EQUATOR CO price advantages and recalculate of margins.

**Position:** Marketing Assistant (Marketing Department). **Job Description:** To promote the company in Laos (Target: industrial companies). **Task:** Design of a webside via JOOMLA TEMPLATES (graphic, chart, logo design, Multilanguage option) and feeding information.

**Position:** Logistic Assistant (Purchasing Department). **Job Description:** To track the delivery of marine lubricants from the factory in Singapore to EQUATOR CO warehouses located in Vietnam. **Task:** Drafting inland costs database.

**SKILLS ACQUIRED:** Innovation & creative thinking, apply rational analysis and promote an evidence-based approach to take creative ideas and mold them into workable solutions. Self-control, keep professional manner with peers at all times.



### PERSONNAL DETAILS

**Name:** Marion RENAULD

**Date of birth:** 09.03.1994

**Sex:** Female

**Address:** 57 Rue Jules Ferry  
29200 Brest. FRANCE

**Phone:** +33 7 89 61 79 66

**E-mail:** [marionrenauld@hotmail.fr](mailto:marionrenauld@hotmail.fr)

### EDUCATION

**2016-2017:** Master Degree Science and Management 2<sup>nd</sup> year.

**University:** INSTITUT D'ECONOMIE et de MANAGEMENT– IAE. (NANTES) FRANCE.

**Courses:** International Trading, Commodity, Finance Shipping.

**2015-2016:** Master Degree Science and Management 1<sup>st</sup> year.

**University:** FOREIGN TRADE UNIVERSITY – HCMC. (HO CHI MINH CITY) VIETNAM.

**Courses:** International Trading, Commodity, Finance Shipping.

**2014-2015:** Bachelor Degree Science and Management.

**University:** INSTITUT D'ECONOMIE et de MANAGEMENT– IAE. (NANTES) FRANCE.

**Courses:** Maritime and Port Logistics Chain.

**2012-2014:** Technological University Degree Business and Logistics Management.

**University:** UNIVERSITÉ de BRETAGNE. (BREST) FRANCE.

**Courses:** International Trade.

**Period:** 04-08/2015. **Company:** HARBOR MASTER PORT OF REUNION. LE PORT (REUNION ISLAND). FRANCE

**Position:** Internal Audit Assistant (Port Authorities Department). **Job Description:** To settle and communicate about safety and security requirements inside the port. **Tasks:** Drafting equipment and tooling harbour settlement; Keep the Harbour Policy settlement up to date; Translation in English of the new safety and security requirement to the companies operating in the port.

**SKILLS ACQUIRED:** Team worker who is able to adapt in highly dynamic and changing situations. Organized, compiled, prioritized and processed at all time, understanding that efficiency is achieved.

**Period:** 04-08/2014. **Company:** SOGEBRAS. NANTES. FRANCE.

**Position:** Port Agent (Ship Agency Department). **Job Description:** To handle shipments, cargo and ensure general interest of its customers on behalf of ship owners, managers, charterers.... **Tasks:** Coordinating pilot, tug and berthing assignment; Facilitating paper work, customs and immigrations requirements; Coordinating cargo handling operations; Submission of vessel movements, activity log sheets to owners and operators; Preparation of billing invoices with supporting documents.

**SKILLS ACQUIRED:** Stress tolerance remains calm under pressure during crisis scenarios in a timely manner, perform and oversee tasks simultaneously during work projects.

**Period:** 04-08/2013. **Company:** RENUKA TOOLS. AURANGABD. INDIA.

**Position:** Sales and Marketing Assistant (Marketing Department). **Job Description:** To attends to client's complaints and feedback treating. **Tasks:** Handle phone, mails; Filling customer visiting; Translation in French of the RENUKA TOOLS tooling magazine.

**SKILLS ACQUIRED:** Alert, watchful, wide-awake and ready to act.

## **SPECIAL SKILLS**

### **Languages**

French: Mother tongue

English: Advance

Spanish: Intermediate

### **Computer skills**

iMovie Mac OSX (Video Editing): Intermediate

Joomla Templates (Webside Editing):

Advance

Microsoft Access: Intermediate

Microsoft Excel: Advance

Mail Merge: Advance

Photoshop: Intermediate

## **MISCELLANEOUS**

### **Voluntary works**

2014-2015: Secretary for University Association (FRANCE)

2012-2014: Usher at Theatre (FRANCE)

### **Leisure activities**

Scouting (8 years)

Music conservatory (10 years)

### **Licences**

Driving licence

Motorbike licence

Scuba Diving licence (1)

## **REFERENCES**

Mr Bui QUANG HAN

Chief Executive officer EQUATOR CO. HCM VIETNAM

**Tel:** + 848 394 027 41

**Email:** [bqhung@equator.com.vn](mailto:bqhung@equator.com.vn)

Mr Eric DESTABLE

Safety and Security officer PORT REUNION. FRANCE

**TEL:** + 0 262 711 470

**Email:** [eric.destable@reunion.port.fr](mailto:eric.destable@reunion.port.fr)