# ANNA LANDIVINEC

International Business Development
Luxury Hospitality & Food Industry

+33 6 62 25 12 12 anna.landivinec@gmail.com Paris

## PROFILE

International Business graduate with experience in sales, business development, food distribution and luxury hospitality across France, Canada and the United States. Skilled in customer acquisition analysis, commercial performance, client and supplier relationship management, and cross-functional coordination. Strong understanding of the US foodservice market, with a genuine interest in gastronomy and premium brands.

## EDUCATION

- **MAI Master in management of international purchasing & innovation** **2025 - 2026**
KEDGE BUSINESS SCHOOL, France
- **Bachelor in international business, SUPPLY CHAIN Major** **2023 - 2025**
NOTTINGHAM BUSINESS SCHOOL, UK
- **EBP INTERNATIONAL** (5-year track including Bachelor & Master abroad) **2021 - 2026**
KEDGE BUSINESS SCHOOL, France

## WORK EXPERIENCE

**LE BRISTOL PARIS** **PARIS, FRANCE**
*Intern in Purchasing & Procurement* *August 2026 - February 2027*

- Manage supplier relationships and negotiations to optimize cost, quality and product availability.
- Coordinate cross-functional projects involving food products, gifts, packaging and promotional items for a luxury hospitality environment.
- Support product development and sourcing, working closely with Marketing and operational teams to identify products matching customer and brand requirements.
- Manage tender processes and analyse competing offers to support purchasing decisions.
- Contribute to sustainable sourcing initiatives and responsible procurement objectives.

***Alongside: L'Épicerie du Bristol***

- Client advisory and sales of premium gourmet products, including the house creations.
- Merchandising, stock monitoring and replenishment.

**FAIRMONT TREMBLANT** **MONT-TREMBLANT, CANADA**
*Intern in Purchasing & Procurement* *January 2024 - September 2024*

- Managed relationships with 40+ suppliers, negotiating prices, quality and service requirements.
- Managed end-to-end purchasing processes and orders up to CAD 80K, ensuring timely delivery and service continuity.
- Monitored inventory and supply levels in a luxury hospitality environment, working closely with operational teams.
- Supported monthly financial closings and monitored departmental performance across CAD 750K+ in monthly spend.
- Contributed to budgets, forecasts and performance reports, identifying opportunities for process improvement.

**BALDOR SPECIALTY FOODS** **NEW YORK CITY, USA**
*Intern in Supply Chain & Sales* *January 2023 - September 2023*

- Supported sales and business development activities within a New York-based food wholesale company.
- Evaluated 45+ potential customers through commercial and website analysis, supporting new customer acquisition and business development opportunities.
- Conducted P&L and customer profitability analyses to support commercial decision-making.
- Developed a communication strategy for the Wholesale department, in collaboration with Sales and Operations teams.
- Coordinated supply based on customer product formats and operational needs, ensuring inventory consistency and product availability.

## SKILLS

- Business Development & Sales
- Negotiation & Relationship Management
- Market & Performance Analysis
- Sourcing, tender & RFQ management
- Cross-functional collaboration, reporting, process improvement
- Driving licence

## IT SKILLS

- Microsoft Office – Advanced Excel
- Power BI
- Canva
- Google Workspace
- Inside LVMH Certification

## LANGUAGES

- English – Bilingual (C2)
- French – Native (C2)
- Spanish – Intermediate (B2)