

Curriculum Vitae

Zbinden Guillaume

July, 8th 1980

Swiss & French Nationalities

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Professional Experience

- July 08 – Current **Robusta Coffee Trader, ECOM Agroindustrial** *Pully, Switzerland*
- Robusta trading position, mainly Vietnam (> 100K MT) but also including India & Indonesia. Liffe market, tenders & structure
 - Sales activities with main Robusta buyers in Europe, Africa & Asia
 - Locations: Switzerland, Vietnam, UK, Spain
- Jan 08 – Current **Manager of Paris DST, an ECOM sales operation in Thessaloniki, Greece**
- Trading operations & sales activity in the Balkan countries
 - Inventory management & global controlling
 - Locations: Switzerland, Greece
- Sep 07 – Current **Brazil Coffee Trader, ECOM Agroindustrial** *Pully, Switzerland*
- Brazil trading position
 - Supply & Demand Analyst
 - Locations: Switzerland, USA, Brazil, Spain
 - *Including a one-week **Commodity Trading Course** – Dallas, USA*
- Jan 06 – Aug 07 **Coffee Trader, ECOM Agroindustrial** *Pully, Switzerland*
- Sales activity in the European roasters market
 - Central America trading positions
 - Sustainable Projects & Marketing developments
 - Locations: Switzerland, El Salvador, Honduras, Nicaragua, Costa Rica & Colombia
 - *Including a 3-days **Commodity Options and Advanced Options Courses**, a k2 Workshop for Euronext.Liffe – London, UK*
- Nov 04 - Dec 05 **Junior Coffee Trader, ECOM Agroindustrial**
- Trading Activity in European market – 4 months in Pully, Switzerland
 - Trading Activity in US market – 3 months in New-York, USA
 - Processing training, field knowledge & purchasing process – 4 months in Guatemala City, Guatemala
Including field trips and conferences in Chiapas, Mexico & Nicaragua
 - Brazil trading activity, quality preparation, purchasing and financing processes – 3 months in Santos, Brazil
- Oct 02 - Jun 03 **Statistics Assistant** at HEC Business School, Lausanne University
- Oct 01 - Jun 03 **Member of the “Junior Enterprise HEC” Association**, Communication Dept. as well as various mandates for the “Junior Enterprise HEC” Association, Lausanne
- Jul 01 – Aug 01 2 months **Internship at Ofisa Informatics**, Lausanne

Education

- 2000 - 2004 Master of Science (MSc) in Economics, Business School Lausanne (HEC)
Four-year Degree in Management, Business School Lausanne (HEC)
With focus in Economics, Finance & Marketing
Including a One-Year Exchange Programme in 2004 at ICADE - Madrid, Spain
- 1997 - 2000 Swiss Federal Maturity, scientific section

Informatics

- Proficiency Excel, Word, PowerPoint, Lotus Notes
- Intermediate Adobe Products, Macromedia Products, Visual Basic, HTML

Languages

French	Mother tongue
English	Fluent - Certificate in Advanced English (CAE) in 2003
Spanish	Fluent - Certificate in Advanced Spanish (DELE) in 2007
German	Good knowledge
Portuguese	Intermediate knowledge

Entertainment

Sports: ski, basketball, badminton
Music, Travel