



G é r a r d D U P I N

75 015 Paris – France

Single – without children

Born Nov. the 15th 1965 in Toulouse (France)

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MY GOAL : YOUR DEVELOPPEMENT IN CHINA



Personality :

- Big working ability Obstinate
- Perfectionist Pragmatic
- Resolute Serious

Know how :

- Open eared Advise
- Curious / open minded Solution provider
- Enterprising Ground action
- Able to find and motivate top skilled persons

Skills & Knowledge :

Fields of activity

Equipment goods | Agribusiness | Aesthetics

Languages

French « Father tongue »
 Italian Mother tongue
 English Fluent
 Chinese (Mandarin) Intermediary level
 Spanish Academic level

Main stays abroad

1 Year in China | 2 years in the U.K.
 Frequent in Italy

Computers knowledge:

OS: Windows: 9x, NT, XP. Linux KDE
Office software: Word, Excel, Power Point, Internet Explorer, Outlook, Mozilla, Open Office, Photofiltre

Diplomas / Academic background :

- 2008** **H.S.K. International Mandarin Chinese diploma** « 汉语水平考试 » (*proficiency in Chinese*), Delivered in Beijing by the H.S.K. commission
- 1989** **MASTER DEGREE** in foreign languages applied to business & trade (English / Italian) UTM II - Toulouse University
- 2005** **Graduate from Shanghai Foreign Languages university** - 上海外国语大学 (*Mandarin Chinese*)
- 2003** Third level of Mandarin Chinese (Paris city) Passed
- 1989** Graduate from Franco - Britannic Chamber of Commerce (commercial English examinations)
- 1989** Graduate from Italian Chamber of Commerce in Paris (economics & commercial Italian examinations)
- 1984** A level in foreign languages English, Italian, Spanish Toulouse (FRA)

Interests :

Do-it-yourself, psychology, decorating, personal development, martial arts, Asian philosophies, the unexplained, everything that opens the mind

WORKING EXPERIENCE

Senior Trade Analyst

2008 - 2009

Italian Embassy foreign exchange office in Paris

- **Institutional activity:**
 - Participation with the Italian embassy in Paris, to the promotion of Milan city, toward members of B.I.E. (international exhibition office in Paris), for its qualification to the world exhibition in 2015. Theme: "feed the planet".
 - Promotion of Italian food industry in France through a European Union funded campaign.
- **Technical duties linked to computer network :** local correspondent for
 - Moving IT network to new offices, cabling, switching server, setup,
 - Upgrade of telephone network to V.O.I.P.
 - Supervision of computer temporary network setup, & logistic support for the workgroup of VIP's & diplomats in Paris, to promote Milan candidacy.

Setup & management of a new business

2005 - 2008

CFI Bellinea: import from China and distribution of equipments for beauticians and nail art.

- Market research & rival analysis / Business plan
- Profitability evaluation
- Creation, registration & protection of a trademark
- Definition, control & improvement of quality process
- Setup of products range & trading scheme (branding, marketing mix)
- Day to day management (selling, accountancy, dashboard ...)

Shanghai International Studies University

2004 - 2005

“上海外国语大学”

Mandarin Chinese intensive program

Senior Trade Analyst

1990 - 2004

Italian Board for Foreign Trade in Paris

- **Institutional promotion:** organization of official committees of Italian companies in international professional exhibitions, other promotional activities, and budget control for these events. Contacts with local public bodies & professional organization representatives
- **Trade consulting and strategy planning** for Italian private companies first within the industrial goods department and afterwards within the agro food department. The duties included market researches, setup of distribution networks, including marketing, trading, branding, & legal aspects. Monitoring of results achieved through quality scheme. Results orientated missions according contractual basis negotiated with the clients.
- **Editorship of macro economic surveys** as well as market researches
- **Computer & network related Technical duties:** LAN administration from 1995 to 2000, (1 server + 25 clients on WIN NT), technical assistance for clients on hardware (PC) & Software Microsoft Pack Office.