

# MENDOUGA AKOA MARLYNE

@ mendougaakoamarlyne@yahoo.fr

+237693098582

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## Objective

To work in an environment which encourages me to succeed and grow professionally where I can utilize my skills and knowledge appropriately.

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## Personal Details

Nationality : Cameroonian

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## Education

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| 2020 | <b>ANSSI ( FRANCE)</b><br>Certificat of cybersecurity (online)                |
| 2018 | <b>Institute of engeneering gregory</b><br>Certificat of engeneering (online) |
|      | <b>University of yaounde cameroon/lebanon</b><br>Master's degree in law       |

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## Experience

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|-------------|---|
| 2017 - 2020 | <b>Global Group (switzerland - South Africa- Morocco )</b><br>Innovation manager<br>Led the successful development and commercialization of over 12 new products.<br>- Repositioned and realigned core of product line (representing more than half of division sales) to drive increased sales mix of higher margin products. Volume of higher margin core products grew at 4% in declining market over last five years.<br>- took over our fledgling accessory products business. grew product category revenue by 64% . Created new market identity and value to enable contractors to sell a complete product solution to homeowners. Set up product development partnerships for products outside . Built new service platform with startup of student reducing lead times, providing customers more delivery options grew capital.<br>- defined and led a comprehensive contractor growth strategy to become leading brand . Launched enhanced loyalty levels with meaningful benefits and a new on-line portal. Developed clearly defined action plans,sales organization. membership increased 50% and program revenue increased 60%<br>Responsibilities:<br>- Developed and executed the product line strategy.<br>- Accountable for all product management, major marketing initiatives and contractor marketing to sustain minimum mid-teens operating margin percentage.<br>- Led the development and commercialization of new products while rationalizing lower performing products.<br>- Provided leadership to the entire organization regarding product positioning, product market research, and competitive analysis.<br>- collaboration with universities to find new product |
| 2016 - 2017 | <b>Azertch ( estonia)</b><br>associate director   |

Created new building products. Awarded over twenty patents.

- Led product development teams on variety of proprietary building products. Focused on new products and product market
- Largest, patented new product generated over 25% of division

Responsibilities:

- Partnered closely with marketing, capital engineering, and plant teams through prototyping, production start-up, and commercialization. Utilized stage-gate process.
- Performed preliminary market, economic, and strategic evaluations of technical projects in other divisions with objective of establishing sustainable competitive advantage.
- Developed business cases and created new models.

### **Innovation center( lebanon)**

*2014 - 2015*

#### **Associate**

collaborate with clients and work them in order to create innovative solutions and develop targeted action plans

Work with engineering management to plan and execute such analysis and reporting

Own, develop, manage and report on a portfolio of ideas within the alliance framework

Leads the development and management of the innovation process and its integration across relevant groups and work streams

Provide feedback to innovation team and management on a regular basis to set up for success

Drives and executes product innovation and special initiatives into development

Through the Alliance partners, create networks for sharing innovation and best practice with other companies

### **University of yaounde/ cameroon ( departement of innovation and research)**

*2013 - 2014*

#### **Assistant**

**Help team manage to deliver projects and innovation program and investment in many project.**

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### **Skills**

Analytical skills ●●●●●●●●

Management ●●●●●

Communication ●●●●●

Leadership ●●●●●

Technical abilities ●●●●●

Decision making ●●●●●

Tech industry ●●●●●

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### **Reference**

**MARIE OWONA - "GLOBAL GROUP"**

MANAGER

marieowona52@yahoo.com

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### **Projects**

## Youth people

Work with youth girl of communities come back to school, with volunteer give many courses for girl don't have a time ( African tradition, girl don't go to school) or money

### ■ Results

We have had more of 25 youth girl the communities in my country come back to school and we have giving in many school free course, this project has been appoved by member of Government

## Woman's startup

To create environment initiative: waste to energy, with biodigester create by woman generations who help people of communities( cameroon, egypt, morocco)

### ■ Results

We have many project of group of youth support by Government , recycling rubbish and create energy for communities need, this project innovation into a successful in each home or city.

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## Language

French ●●●●●●

English ●●●●

Spanish ●●

Italien ●

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## Activities

Global peace ambassador de Global chain

Volunteer : UNICEF, ACTION CONTRE LA FAIN, Croix rouge

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## Professional Skills

strategic planning, product development, product commercialization, leadership development, new business development, business analytics, business case development, strategic marketing, capital investment, product and program innovation, cross functional team leadership, product management, board level communications

Good project management skills: ability to build and manage schedules, track dependencies, coordinate resources, and report results

Strong analytical skills, and the ability to prepare polished presentations for use with senior management is necessary

Ability, interest and disposition to provide coaching to line managers on enhancing innovation capability

Strong influencing skills (activator, communication, command, maximize) in addition to strong execution and relating skills

Good “people” skills... Good listener and can adapt to the customer audience

Strong communication skills, able to communicate well with technical and non-technical audiences

Strong quantitative consultancy skillsStrong client management skills

Strength in financial analysis is necessary. A strong understanding of financial accounts and an aptitude for detailed financial analysis

Strong team orientation with the ability to be flexible with time and independently manage multiple priorities simultaneously

Good communication skills – both verbal and written and the ability to deal with a range of different people