

MILANA ABRAMOVICH

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Certificate in Professional Sales

Certificate in Market Research

MSc Human Nutritional Sciences | BSc Food Scientist

Key Competencies:

- Networking and Relationship Building
- Written and Verbal Communication
- Presentation to Management and Colleagues
- Analytical and Creative Thinking
- Organization and Attention to Detail
- Problem Solving and Reporting

Technical Skills:

Microsoft Office; SalesForce; Innova Market Insights

CAREER EXPERIENCE

TECHNICAL FLAVOUR SALES SPECIALIST

February 2018 – March 2020

IMCD Canada (previously L.V. Lomas), Brampton, ON, Canada

- Met and partnered with customers to identify and clarify flavour opportunities; promoted flavours portfolio and made flavour recommendations.
- Facilitated customer-specific presentations on IMCD's flavour capability, trend analysis, and end applications.
- Led flavour projects to completion in collaboration with Account Managers; supported and educated Account Managers on general flavour sells.
- Built a flavour library, organized information, created product prototype presentations, learned about flavours offered and assembled procedures for smooth communication among stakeholders.
- Created and implemented onboarding training for Account Managers about the flavour line.
- Liaised with Firmenich and IMCD Principal Manager on goals and objectives, and specific product and market targets; applied understanding of flavour portfolio and completed hands-on work in a laboratory setting in collaboration with company's Technical Application Team.

CHAIR, CIFST MEMBERSHIP RENEWAL COMMITTEE

March 2011 – March 2020

Canadian Institute of Food Science and Technology (CIFST), volunteer position, home-based, Canada

- Achieved 30 - 40% membership renewal rate via coordination of membership retention campaigns conducted by teams of 15-20 volunteers.

FOOD SCIENTIST - FLAVOUR TECHNOLOGIST

June 2013 – February 2018

Flavorcan International, Toronto, ON, Canada

- Attended food industry events to identify business opportunities and develop business relationships.
- Created new concept and duplicated customer-supplied flavour targets to meet customized needs of clients regarding flavour, legal status and cost.
- Led product development projects of over 150 products, with an average success rate of 15%.
- Wrote company's Risk Assessment and developed a correction actions plan.

FOOD SCIENTIST

January 2011 – January 2012

Victorian Epicure/Epicure Selections Inc., North Saanich, BC, Canada

- Collaborated with Executive R&D Chef to develop 7 new products from concept to commercialization.
- Initiated, developed, and executed cost reduction projects.
- Acted as a liaison with QA, Sales & Marketing, and Production teams; provided timely and professional support to coordinate all necessary elements.
- Ensured compliance of products and printed material, such as packaging artwork, label copy, and advertising and promotional material, with pertinent regulations
- Identified industry trends and product development opportunities; made suggestions of new product lines to stay current on consumer trends, which led to launch of three new products.

FOOD ENGINEER

May 2006 – November 2008

Frutarom Ltd, Technology and Research & Development Division, Akko, Israel

- Coordinated company's activities with partners and subsidiaries throughout the world, with a focus on Eastern Europe.
- Strengthened partnerships and work relations with new and existing customers via in-person visits, electronic, and phone communication.
- Worked with company's customers to develop or revise seasoning products to match needs, specifications and price restrictions.

CLASSROOM INSTRUCTOR

October 2000 – July 2006

Kidum Group Ltd (Kaplan subsidiary), Russian Language Division, Haifa, Israel

- Lectured to 20+ groups of 25-35 adult students to pass the Psychometric Test (similar to SAT and GMAT), a test that is required by all higher education institutions in Israel.

EDUCATION AND PROFESSIONAL DEVELOPMENT**Market Research Specialization Certificate (GPA: A+)**

April 2020 – July 2020

UC Davis, California, USACourses: Market Research Proposal, Qualitative Market Research, Quantitative Market Research, Market Research Report (Delivering Insights).**Professional Sales Certificate Program (GPA: A+)**

May 2016 – March 2018

Algonquin College, Ottawa, ONEligible for **Certified Sales Professional Designation**, Canadian Professional Sales Association (CPSA)Courses: Marketing Foundations, Customer Relationships, Fostering Client Loyalty, Professional Selling, Business Writing, Business Ethics, Business Law.**Master's Degree, Human Nutritional Sciences (GPA: 4.28)**

December 2010

University of Manitoba, Faculty of Human Ecology, Department of Human Nutritional Sciences, Winnipeg, MBResearch project: "Human milk storage conditions in regard to safety and optimal preservation of nutritional properties".Publications: Two articles in scientific journals, one book chapter of handbook used by infant nutrition professionals.Activities: Training Officer on the Governing Council of AFM Canada HQPA (Advanced Foods and Materials Canada High Quality Personnel Association); Vice President and Social Programmer of the Human Nutritional Sciences Graduate Students Association (HNSC GSA).**Bachelor of Science in Biotechnology and Food Engineering (graduated Cum Laude)**

May 2006

Technion - Israel Institute of Technology, Faculty of Biotechnology and Food Engineering, Haifa, Israel