



David Venancie

+ NEGOTIATION MANAGEMENT
OF NEGOTIATION TEAMS

David Venancie is an experienced negotiator, specialised in supplier distributor relations.

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He has worked various positions related to client relations and negotiation throughout his career. Today, as the current Retail Brand Director for Danone France, he must deal with the constant pressure, conflict and complexity required in negotiations between suppliers and distributors in Large Retailing. He works on both national and international agreements.

His rich experience as a negotiator has made him sharp on subjects relating to complex negotiation and in assisting businesses on the preparation, conducting, closing, and debriefing of any kind of complex negotiation.

He works with organisations in the field of complex negotiation and commercial negotiation.