

JAN	FEB	MAR	APR	MAY	JUN	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	
JUL	AUG	SEPT	OCT	NOV	DEC	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31		

Informational Interview w/ Jerome del Porto

↳ VP of 7-11

Overview of Job

manage international teams (63,000 stores)
 • USA (HQ: Dallas) ↳ 53,000 outside
 • Japan (

open new markets
 • successful
 • HR, Marketing, etc.

mostly in Asian countries (Vietnam, Thailand, Australia, Hong Kong)
 Denmark, Sweden
 U.A.E.
 N. America

→ travel often
 ↳ every 6 weeks : for long trips 10 days

fav part

- exploration to decide which new countries
- helping new franchisees

working up to 7-11

* Louis Vuitton
 ↳ diplomat for French Gov

* American Express

* Burger King

* 7-11

fresh food

INTERVIEW #1

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Important Skill

- open-minded
- + flexible w/ other cultures
 - personal trouble
- + foreign languages (French, Spanish, English, German, Latin)
- * strong skills sets in (Marketing, HR,

Language barriers / culture

- + Asian cultures
 - ↳ strong eth
 - ↳ work quite business
 - ↳ negotiation
 - direct
 - subjective

Learn the hard way

- educate (coach / trainer)
- learn from mistakes

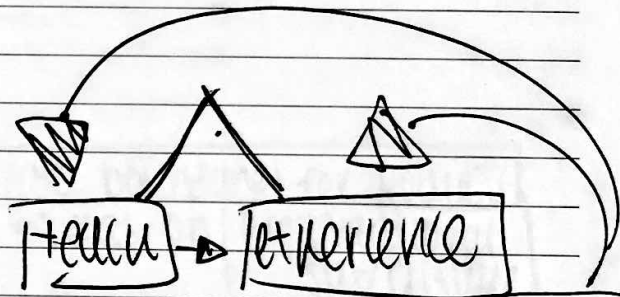
Education

- * FRANCE BS in econ & management
- * MATHS in finance

- + California
 - Berkeley } Master's
 - MBA
 - Marketing, Venture Capitalist

- liberal / open-minded
- strict, expertise

(hard-way)



clubs

- President of student association

* MBA = needed | experience | WORK FORCE } 5 years

↳ didn't work

↳ before for embassy for travel

↳ internship for AMERICAN (experience)

Interview #1

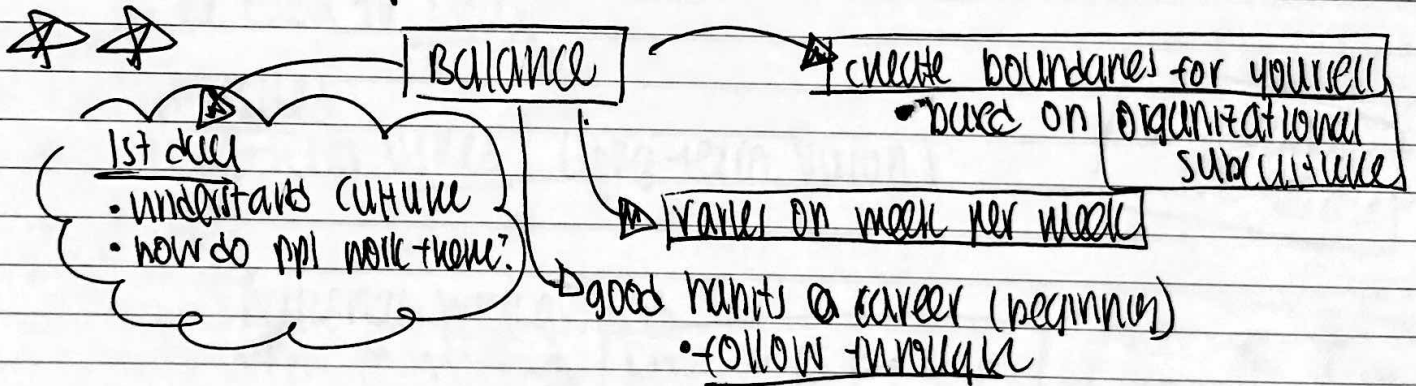
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Embassy for France

- ↳ not really political
- ↳ more specialist
- ↳ studies ⇒ personal research helped him a lot

Typical work week

- * get a lot of work of people
- + no two days alike
- * 8-
- + meetings ⇒ coach & advice
- + present to senior leadership
- + emails & interacting w/ international overalls
- * go into stores
- ↳ v. important



International Business

- solid business & marketing plan
- 7-11

- 24/7
- near-by
- convenient
- cheap

General ⇒

defined business

credibility & flexible

specific countries

- v. different in diff countries
- ex:
 - USA = fast food ⇒ masses low
 - Denmark = bakery ⇒ high quality

Interview #1

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Figuring out the needs

- USA research
- on the grounds newspaper
- local franchisee help

} Trial & error
always needed

Experiment a lot

↳ recovered faster

Reminders

- v. diff. topics
- logistic, markets, finance, diff countries

challenges

- diff. ppl & diff opinions?

↳ matter

compromise

- be open to ideas

jerome.delporto @ 7-11
10M

strict issues

- long-term issues (long-term vision)

"win some
lose some"

competition

- international background

- growth mindset

MPZ SPACE

seek the long-term approach

- next job

↳ highly visible (spotlight)

childhood

- omni of circumstance

• lawyer → everything happens for a reason.
just go with the flow