QUALIFICATIONS

MARKETING •Development of a marketing strategy •Development of a network of KOL •Communication: direct marketing, magazines, creation of product brochures,Taking part to European trade shows, congresses & Business conventions : BIO US, Bio-Europe, Biofit, Medica, JIB, Hopital Expo, Bioriver, Bioentrepreneur, ILMAC, Forum labos, PABORD, Biopharmos &Biophardos, Biotechnica, Scanlab, Bioforum…with focus on: Pharma/Biotech/IVD/neuro/cancero/stem cell

**E-Marketing:** Drawing up the content of the Product Web site SEO, Google Analytics, CRM, E-Mailing Campaign, Photoshop, Word Press, Social Media,Publishing a e-Biopharmaceutical News about Acquisition, Partnering, Drugs on clinical trials and approved.

COMMERCIALIZATION•B2B : Sale of services in R&D, Products (software, reagents, equipment), a biotech event Dealing with distributors, partners, clients

Taking part to business convention•B2C : Market the product to practitioners and researchers. Initiation and maintenance of costumer relationships. Demonstration & Technical support

•B2I : Establishment and conclusion of partnerships with institutional agencies, embassy• Finding Investors (Biodata), Funding applications

•Training in negociation & Licensing (IEEPI/LES)

•Effecting competitive knowledge

PROJECT MANAGER •Management of a 9 person team.•Searching for subcontractors.•Legal aspects : patents, trademarks, licences.•Establishment of a steering committee

50 people : general and specialised practitioners

OTHERS

•Composition of scientific papers

•Teaching Molecular Biology •Pack office

EXPERIENCE

2011-2016 : **BtoBioinnovation**

Outsourced Marketing & Business Development & Tech Transfer in Life Sciences /Biotech / IVD

[Btobioinnovation.com](file:///C:\Users\NATH\Documents\4%20Emploi%202010-2014\4%20Emploi%202014\BDbiosciences\btobioinnovation.com) (US/ EU market)

Customers: **Dualsystems Biotech** (CH), **Delphi Genetics** (BE), **BMA Biomedicals** (CH), **Agrisera** (SW), **Phytosafe** (FR), **Biogazelle** (BE), **Amylgen** (FR), **Transcure** (FR), **Mitologics** (FR), **Expres2ion** (DK)…**R&D services-Drug Discovery-Lead selection-PoC-Preclinical-Safety/Tox regulatories-Therapeutic Antibodies& Proteins-DNA/Antigen Vaccines-RNA sequencing-NGS-RNA biomarkers-IVD- humanized Mouse models -Immuno-oncolo, HIV, Inflammatory Bowel Disease**

2007-2010 : **Merck Biosciences**

(Now Merck Millipore)

Account Manager – FR, CH markets

for Calbiochem, Novagen, Novabiochem.

**Reagents for fundamental, clinical research, Pharma & Biotech in cell biology**. **Protein production, Peptid synthesis, assays and Antibodies**

[www.merckbio.eu](http://www.merckbio.eu)

2006-2007 : **Biocell Interface** (Swiss company) Marketing Manager & Business Developer Europe for **equipment in electrophysiology for research & drug testing-** Area: **CNS/PNS, Cardio, Ophtalmo** 5 people

2005 : **Eurasanté** –Development Agency in Biotech & HealthcareBusiness Developer for a **trade show & business convention** in Biotech (UK, DE, CH, SW markets)

20 peopleLocation : Lille-France

2001-2004 : **Geckomedia** now Callimedia

(Health Communication Agency)2004 : Business developer2003 : Marketing & Communication manager.2001-2002 : Project Manager**From the development to the commercialization of an anatomical software to help practitioners to explain pathologies or surgeries.**11 people. <http://www.natomshop.com/>

Location : Montpellier- France.

DIPLOMAS

2001 Ph D in molecular

& cellular biology CNRS, Montpellier I

1996 5th level in fundamental virology Institut Pasteur,

Paris VI. (graduate studies)

1995 Graduate MSc Paris VI. Biochemistry(4th year undergraduate)

LANGUAGESFrench : native languageEnglish : fluent

(written and spoken).

REFERENCESJean-Claude Muller

BtoBioinnovation

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Btobioinnovation’s customer

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1997-2001 : **IGMM, CNRS**.**Researcher. Development of a tool to visualize and analyse**

**the movement of single RNA molecule in living cells.**

**Work on 3’UTR of the proto-ongene C-Myc.**

Laboratory of 10 people.Location: Montpellier France.<http://www.igmm.cnrs.fr/spip.php?rubrique150&lang=en>