



International Product Manager

Operational B2B Marketing, Market Research, Project management, biological background

● Skills

➤ Marketing

- Market and feasibility analysis
- Product launch support
- Internal and external communication events and tools
- Sales force training
- Business intelligence

➤ Management

- Project planning, risk management
- Benchmarking
- Cross functional teamwork
- Leadership skills
- Excellent communication skills
- Writing skills

➤ Sciences

- Scientific knowledge (Cell biology, Immunology, Biotechnology, biochemistry, genetics)
- laboratory and R&D environment

➤ Software

- Pack office
- Photoshop

➤ Languages

- English : TOEIC 905
- Spanish : Basic level

● Interests

- Photography
- Swimming (Lifeguard certificate)
- Judo (competition), PPG
- Camp counselor - Nouvelle vague - (every summer from 2004 till 2009 all over Europe):
 - Camp counselors and kids groups management
 - Collective leadership
- Teacher - Bring 8 student up to the required standard for university entry - Biology, Chemistry, Physics and Mathematics

● Professional experience

2014 - 2015 (19 months) | Project manager - UPMC - Sorbonne Universities - « LabEx Transimmunom » - Hôpital Pitié Salpêtrière - Paris - France

- **Project management of Transimmunom project:** project coordination, follow-up meeting, presentations, visit - sampling - analysis - tracking process planning, URC follow-up, reporting to the ANR
- **Regulatory steps:** protocol, consent and informative form redaction, budget follow-up
- **Communication:** website supervision, collaboration to conferences organization, information via poster, contacts with patient association and the industry
- **Benchmarking:** cost tracking of the samples analysis
- **Global management and reporting:** ERC project, DIABIL2, laboratory life

2013 (8 months) | Worldwide Strategic Marketing Intern - Becton Dickinson - « Medical - Pharmaceutical System » department - Le Pont de Claix - France

- **Launch** of a new product on worldwide B2B market: promotional package, advertising video, sales force training tools, goodies, presentation supports
- **Communication:** Viral marketing (900 targets) – Organization of the World Vaccine Day for 150 attendees - Contact with high profile managers and executives - Participation to a pharmaceutical exhibition (CPhI)
- **Project management:** one communication agency and an advertising movie production team (5 persons)
- **Analysis:** Business intelligence to support market models (6 diseases) - Market trends - Feasibility analysis and work plan creation for a partnership assessment within two business units: Collaborative solution for new vaccine delivery device

2011 (6 months) | Biotechnological Engineer (Intern) - L'Oréal - « Dermis and ageing » department - Clichy - France

- **Research project:** Clonal characterization of dermal fibroblast subpopulation potential

2010 (4 months) | Biotechnological Engineer (Intern) - Yale University - School of medicine - Immunobiology department - New Haven - CT - USA

2008 (1 month) | Laboratory Technician (Intern in Genetics) - INRA - National Institute of Agronomical Research - Paris-Grignon, France

● Academic Background

2012 - 2013 | Advanced Master “Biotechnology & Pharmaceutical Management”
Grenoble School of Management

- Project management, competitive intelligence, marketing
- Corporate Finance, accounting, pharma/biotech sector dynamics, Intellectual property
- Marketing study undertaken for a “junior company”

2009 - 2011 | MSc “Biotechnology R&D” – Molecular and Cellular Biology –
Pierre and Marie Curie University, Paris
Graduated with distinction