

Curriculum Vitae

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(Soon relocating)

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Birth date:

31/07/1989

Status:

Single

Licenses:

Car Driving License

Profile:

Versatile,
Assertive,
Independent,
Cause-driven,
Open-minded,
Strategy-oriented

Experiences in Life Sciences

- 06/2014-07/2017** International Sales Engineer - ZenTech – Belgium, Liege
Project management of Newborn Screening projects (APAC & EMEA) and product management of the portfolio.
- 11/2013-06/2014** Business Development - ZenTech – China, Shanghai
Study of the healthcare system in China and establishment of a valid implementation strategy to launch a new product line.
- 01-07/2013** International Sales Rep. - Delphi Genetics – South-Korea, Seoul & Daejeon
Reinforce the bridges between the Belgian company and its local distributor through B2B negotiation and technical trainings in a product specialist role
- 09/2011-09/2012** Immunology & Virology Lab. – Final Thesis at University of Liege – Belgium
"Roles of ROCKs in the NOD2-patway"
- 2011** Genetic Engineering Lab. – training at University of Liege – Belgium
Study of developmental genes in zebrafish embryos [Danio rerio]
- 2010** Biochemistry Lab. – training at University of Liege – Belgium
Production & purification of extremophiles recombinant proteins.

Education

- 2017-2018** Intensive Mandarin Classes at Hutong School Shanghai – China
- 2015** Project Management – 3-months-training at HELMo S^{te}-Marie Liege
- 2015** Business Plan - training at IFAPME Liege
- 2013** Certificate in International Trading at Wallonia Export Agency Nivelles
- 2011-2012** Masters' degree in Biochemistry, Molecular and Cellular Biology at University of Liege – Distinction

Skills & Assets

- Languages** French: Native | English: Fluent | Chinese: Intermediate
- Computer** MS Office: Word, Excel, Project, PowerPoint
BLAST, ExPASy, SwissProt, PubMed
Adobe: Photoshop, InDesign (Notions)
- Others** Critical thinking
International missions
Intercultural communications
Projects strategy and B2B2C negotiations
Start-up lean canvas and business model canvas approaches

Interests

- Sport** Martial Arts, Running, Fitness
- Interests** Space, Aviation, Start-ups, Asia

**ZenTech 2014-2017, 3 years, Liege, BE****International Sales Engineer***Project Management:*

- APAC & EMEA projects in Newborn Screening, worldwide programs reviewed by the CDC and state governments organized to screen newborns for treatable metabolic disorders.
- Identification of stakeholders, scopes, budget and deadlines, to plan long term partnerships in B2B2C markets.
- Leading meetings, establishing contracts, analysing budgets, managing project changes, reporting KPIs and assuring KOL liaison.

Business Development:

- International missions worldwide
- Organize distributors' networks in a B2B2C environment,
- Technical trainings, negotiation of >100k€ contracts as well as understanding local bidding rules.
- CRM management and ERP usages.

Product Management:

- Technology surveillance, markets trends, understanding of the latest existing technologies and suggest product improvements to R/D.

Marketing:

- Booth preparation, mailings, posters, folders, communications

ZenTech 2014, 6 months, Shanghai, CN**Market Specialist (internship)**

Study of the healthcare system in China and establishment of a valid implementation strategy to launch a new product line.

- Collection of Macro- and Micro-economic information about the determined market and organize meetings with the local actors. Considering these data, foresee the bigger picture and suggest the best investments to do, technology wise as well as business wise.
- Handle a full study alone, remotely, from a location 6h time difference away with few contacts with the sponsors.

DelphiGenetics 2013, 5 months, Seoul, KR**Product Specialist (internship)**

Reinforce the bridges between the Belgian company and its local distributor.

- International relations and communications
- Technical training of local partner.
- Increase awareness of the local university labs staffs.
- B2B negotiations leading to the signature of an updated contract agreement.

GIGA – Immunology Lab 2011-2012, 1 year, Liege, BE**Master degree student – Final Thesis**

Investigation of the potential roles of ROCKs in the innate immune cell signalling pathway NOD2:

- Work one year at the lab under the supervision of the lab director directly.
- First, assess and validate the previous results obtained by the previous student at the lab working on this subject.
- Second, further validate results and general hypothesis through different experiments, in different cell types.

CV into words: My scientific background, a **M.Sc. in Biochemistry, Cellular and Molecular Biology** from U. Liege, BE allows me to understand deeply life science technologies. I entered the industry through two international internships, in Seoul, SK and Shanghai, CN, where I started working in **international and intercultural environments**. Using such business and scientific assets, as well as a 3-month-training in **project management**, I worked on Newborn Screening projects in APAC, and EMEA. **Solving problems** internally while answering stakeholders' needs was also part of my daily routine. Being able to speak **French, English and Mandarin**, I am **cause-driven, independent and assertive**.