



Basel Alalo

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● WORK EXPERIENCE

01/06/2022 – CURRENT Zurich, Switzerland

DISTRIBUTOR DEVELOPMENT MANAGER - EMEA TECAN - LIFE SCIENCE

- Increase profitable sales in distributor networks in the life sciences, applied markets, and clinical diagnostics.
- Responsible for project generation to project delivery.
- Act as the lead point of contact between Tecan and the distribution partners.
- Drive business development activities in Europe, the Middle East and Africa.
- Drive Distributor digitalization.

01/03/2022 – 31/05/2022 Zurich, Switzerland

JUNIOR SALES DEVELOPMENT REPRESENTATIVE DISTRIBUTORS EMEA TECAN LIFE SCIENCE

- Act as the first point of contact for distributors regarding the Life Science and Clinical Diagnostic market segments.
- Improve product, application, and segment-specific know-how of the distributors.
- Provide project support throughout complete projects.
- Actively work with the Distributor partners to prepare accurate forecasts.

19/07/2021 – 28/02/2022 Zurich, Switzerland

TRAINEE GLOBAL DISTRIBUTORS TECAN LIFE SCIENCE

- Build a database with all key contacts at each distribution partner.
- Preparing surveys and Interviews for Tecan's partners to follow up on the sales evolution.
- Interaction with various stakeholders to ensure best-in-class support.
- Project assignments and ad hoc tasks where the business requires.

01/10/2020 – 31/01/2021 Lausanne, Switzerland

BUSINESS CONSULTANT INTERN MEDOWS MEDICAL TECHNOLOGY

- Market opportunity analysis & KOL database management.
- Market entry strategy, Marketing and sales strategies.
- Market communications.

01/09/2019 – 28/02/2020 Nyon, Switzerland

PROJECT MANAGEMENT INTERN GSK CONSUMER HEALTHCARE

- Understand different types of serialization solutions in place depending on countries' regulations.
- Get used to the process of manufacturing serialized products.
- Support project team to transfer responsibility to routine production related functions.
- Define process, role, and responsibility for routine manufacturing serialized products.
- Create procedures and illustrate defined workflow in operational documents in a way that is easy to read.

● EDUCATION AND TRAINING

09/2019 – 06/2021 Geneva, Switzerland

MASTER OF SCIENCE IN MANAGEMENT University of Geneva

Level in EQF EQF level 7

Level in EQF EQF level 6

● LANGUAGE SKILLS

Mother tongue(s): **FRENCH**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
ENGLISH	C1	C1	C1	C1	C1