



## Professional Competencies Profile

### Management of Profit Centres in Medical Technology and Healthcare Divisions

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- Developed and expanded business areas in Medical Technology and Healthcare
- Experience in leadership of more than 400 employees, locally and in USA
- Strategic Management
- Analysis of markets and market potentials, utilisation, and positioning of innovations
- A sound understanding of market development and trends, to push forward innovations with unique selling points
- Business development and provided support to subsidiary companies abroad in order to achieve the Sales and Marketing targets
- Managed and drove the KPIs of Business Areas, very good knowledge of Costs and Revenue Structure
- Established and implemented realistic, long-term, and sustainable corporate plans
- Provide continuous measure for result optimisation

### Portfolio Strategies and Management of Medical Technologies

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- Analysis of market and competitive positions
- Created strategic product marketing and measures for brand management
- Targetgroup-oriented products and marketing concepts
- Defined pricing strategy
- Cooperation with a selection of international partners and suppliers

### Internationality

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- Led a Medical Technology company in USA
- Participation of Executive Programs in a University in USA
- Business fluent in English and conversational level in French
- Good intercultural experience
- Conduct negotiation with R&D, Engineers, and Production Plants in international business partners, for example for service agreements and product design, particularly in China and India
- Leadership of multidisciplinary, international project teams
- Global responsibility for products and services
- Conducted negotiations and concluded contracts in various countries and cultures