



PERSONAL INFORMATION

Alexandros Kouskoukis

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JOB APPLIED FOR

Lecturer

WORK EXPERIENCE

06/2019–Present

Sales Director - Southeast Europe, BalkansBlueprint Genetics S.A., Helsinki (Finland)
<https://blueprintgenetics.com/>

Finnish multinational biotech company with proprietary state of the art laboratories in Finland and US that offers the services of clinical genomic testing for inherited diseases. The company has strong presence in Europe and US and has developed a network in over 40 countries, having analyzed over 70.000 exomes and created one of the biggest proprietary genomic databases.

- Strategic business development
- Develop sales
- Key account management
- Managing multicultural team

Business or sector Genetics/Healthcare

01/2017–03/2019

Sales & Business Development Manager-IDS, Drylab, BundleSophia Genetics S.A., Lausanne (Switzerland)
<https://www.sophiagenetics.com/home.html>

- Managing Israel, Greece, Cyprus, Romania, Bulgaria and their 5 distributors
- Develop all 3 corporate business lines – IDS, Drylab, Bundle
- Market penetration
- Develop distributors' network
- Manage key accounts -Strategic project planning
- In 2017 surpassed the sales target and reached 220K revenue
- In 2018 surpassed the sales target which was doubled and reached 550K

Business or sector Genetics/Biotechnology

08/2016–12/2016

Sales & Business Development Manager-IDS (Balkans)

Sophia Genetics S.A., Lausanne (Switzerland)

Swiss multinational biotech company in the field of clinical genomic testing and specifically NGS. Sophia Genetics has created the largest clinical genomics community in the world with presence in 70 countries and main collaborations with ThermoFischer, Roche, Illumina and Qiagen.

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- Business development
 - Develop new clientele
 - Increase sales in territory
 - Manage key accounts
 - Market research
 - In 2016 surpassed the sales target and reached 120K from 0 revenue

11/2014–07/2016

Jr Business Development Manager

Cana Pharmaceutical Laboratories S.A., Athens (Greece)

<https://www.cana.gr/>

Large Greek pharmaceutical company with an extensive, diverse portfolio of products including medical devices, drugs, OTC, cosmetics, nutritional and personal healthcare products with 21 million € turnover. Company's main associates are Nestle, Bolton, Smith and Nephew, Angiodynamics, Schär and formerly Astra Zeneca.

- Participate in business strategy formation
- Identify and assess new business opportunities in drug and medical devices market
- Manage new product development
- Conduct market research and analysis
- Propose and assess strategic cooperations with other companies
- Lead aesthetic medicine project by incorporating and launching new products
- Account for oncology business, new medical devices and drugs
- Create business plans and accurate sales forecasts

Business or sector Pharmaceuticals/Medical Devices

09/2012–10/2014

Scientific Executive

Evomedica G. Stefanopoulos & SIA., Athens (Greece)

Greek distributor of scientific equipment and disposables, mainly targeting sales to dermatologists and plastic surgeons. Company's main associates are Regenlab, Image skincare, Quantel Dema, Endymed and Fotofinder.

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- Medical briefing, training and support of the company's clients (medical doctors)
 - Clientele development reaching 120 new medical doctors
 - Company's head of scientific consultation
 - Company's spokesman at Venetia's Biobridge congresses and seminars
 - Planning of seminars and training workshops for the company's clients
 - Organizing and developing sales in Attica and the rest of Greece, reaching 90.000€ sales the 1st year and additional 120.000€ the 2nd year
 - Product launch of Regenlab's PRP medical device and Dermapen medical device

Business or sector Medical Devices

03/2012–04/2012

Sales associate

Nutrition Labs, Athens (Greece)

Greek company, distributor of nutritional supplements.

- Editing of scientific articles -Sales

Business or sector Nutritional supplements

03/2008–06/2008 **Researcher**
European Union and National Kapodistrian University of Athens, Athens (Greece)

Research program under contract. Subject: "Health report on the indications and contraindications of Loutraki 's thermal springs"

EDUCATION AND TRAINING

2013–2016 **PhD in Medicine**
Democritus University, Alexandroupolis (Greece)

-Thesis's subject: " Diagnostic and prognostic evaluation of vitamin D levels in systemic diseases", Grade 10/10

2010–2013 **Ph.D. in Medicine**
National and Kapodistrian University, Athens (Greece)

-Thesis's subject: "Detection of human papilloma virus (HPV) in histological preparations of various clinical types of malignant melanoma in Greek population". Grade 10/10

2011–2012 **Master of Science, Health and Safety of Labor**
Democritus University, Athens (Greece)

2009–2011 **Master of Science, Biological Applications in Medicine**
National and Kapodistrian University, Athens (Greece)
-Grade 8.2/10

M.Sc. Dissertation in Proteomics, Biotechnology Department of Biomedical Research
Foundation Academy of Athens, Greece 2011
-Subject: "Proteomic analysis of cerebellum, hypothalamus and medulla oblongata in C57BL/6 mouse brain". Grade 10/10

2005–2009 **B.Sc. Biology**
National and Kapodistrian University, Athens (Greece)

2013–2016 **Scholarship for PhD studies in Medicine**
Empirikion Foundation, Athens (Greece)

Thesis's subject: "Diagnostic and prognostic evaluation of vitamin D levels in systemic diseases"

2011–2012 **Scholarship for MSc studies Health and Safety of labor**
Democritus University of Thrace, Alexandroupolis (Greece)

2011–2011 **2nd Prize, Research study**
22nd Greek Society of Nuclear Medicine Conference, Alexandroupolis (Greece)

-"Evaluation of best T/N index of Thallium-201 intake for the separation of low and high differentiation

gliomas"

03/2018–07/2018 **Consultative selling training**
Richardson SA

08/2018–12/2018 **Strategic Account Development training**
Richardson SA

PERSONAL SKILLS

Mother tongue(s) Greek

Foreign language(s)

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken interaction	Spoken production	
English	C2	C2	C2	C2	C2
	Proficiency of Cambridge				
French	B2	B2	B2	B2	B2
	Delf B1 Delf B2				
German	B1	B1	B1	B1	B1
	Grundstufe				

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user
Common European Framework of Reference for Languages

Communication skills

- Good communication skills gained through my experience as sales manager
- Excellent presentation skills gained as a lecturer and as a sales manager presenting to scientifically advanced audiences
- Building good business relationships and managing them, gained as a sales manager

Organisational / managerial skills

- Good leadership, managed 5 different distributors and their teams, in total 23 people
- Evaluation and onboarding of new distributors

Job-related skills

- Mentoring skills, trained over 45 people in biomedical applications
- Key account management

Digital skills

SELF-ASSESSMENT				
Information processing	Communication	Content creation	Safety	Problem-solving
Proficient user	Proficient user	Independent user	Independent user	Independent user

Digital skills - Self-assessment grid

-Microsoft Office Word, Excel, Powerpoint, Outlook, Apple iOS, Galaxy Singular Logic, Salesforce, Cisco Webex, Microsoft Dynamics, Showpad, Aragon-eRH

Driving licence B