

# Sami Ben Abdallah



#### **CONTACT**

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#### **SKILLS**

Project Management, dual comptetence, Communication, Marketing and Strategy, regulatory compliance, multidisciplinary scientific expertise, Pharmaco-Materiovigilance, Literature Research, Good Clinical Practice (GCP)

#### **LANGUAGES**

- French native language
- · English: daily working language
- Spanish: basics

# PRODUCTION AND ADDITIONAL INFORMATION

Nesstar Technology mission: Magister's degree final project, implementation of a Business Plan for the creation of a start-up whose main product is the *in vitro* synthesis of botulinum neurotoxin. Competitive monitoring, demonstration of our innovation (competitor of Botox ®), financing plan, income statement and cash flow forecasts

#### **DESCRIPTION**

I currently work within the CRO BluePharm as a CRA and professional training consultant. My soft skills are high standards, punctuality, a sense of diplomacy and resilience in the face of new challenges

#### **CAREER HISTORY**

Clinical research associate and training consultant, BluePharm 01/30/23 – Today Consulting missions (oral mucositis, bone reconstruction), benchmarking, HR involvement. Participation in creation of the "BluePharm Academy", the BluePharm training organization, contribution to strategic brainstorming. Commercial and strategic prospecting in clinical research and professional training

#### Lecturer, Paris Cité University

11/2023

Delivery of courses to Master 2 "Development and Clinical Research" and UD CRA students: Al and its applications in Health and practical case of a clinical trial in epileptology

#### **Technical consultant, INS healthcare**

01/2013 - 10/20

Adaptation of Pharmaceutical Marketing courses for business school

#### **Strategy and Environment Consultant, De Concert**

01/2011 - 09/2013

Development of new centers of internal expertise.

Reflection and creation of new Business Units in health and environment

# Junior Project Manager, Euris SaaS CLM for Life Science

01/2008 - 11/2010

Managing BtoB customer requests, writing training documents. Training of sales teams and medical representatives in industries, Involvement in the R&D team (Geomarketing)

#### Copaxone ®, Product Manager Assistant Sanofi Aventis

09/2006 -12/2007

Medical-marketing missions, studies on multiple sclerosis,

translation and formatting of scientific articles for communication with KOL neurologists, supply chain optimization

Research Master's internship, Sainte Anne Hospital - Broca Institute 01/2006 - 07/2006 Work in epileptology, study on the electrophysiological activity of GABAergic receptors (Patch-Clamp).

### Master 1 - Internship, Ministry of Research

07/2005-08/2005

Reflection on the ethics and legislation relating to animal experimentation

## 3 summer internships, Institut Pasteur de Paris

2002 - 2004

Various research missions, study of a growth factor, HNF1 $\beta$  on organogenesis, study of rapsyn 43K phosphorylated by a new phosphate donor: ThTP.

#### **EDUCATION**

University Diploma CRA Clinical Research Associate

2022-2023

University of Paris Cité- Paris V University With highest honors

Master 2 Research Degree (MSc) Neurosciences

Pierre and Marie Curie University (Paris VI) 2006 Magister Degree of Biotechnology 2006

Paris XI-Orsay University – ENS Cachan With honors