

# MOHAMED SMAÏN ABDELMERAIM

Executive MBA HEC Paris

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37 years old / Paris, France



## WORK EXPERIENCE

### Field Service Engineer Patient Care and Clinical Informatics

PHILIPS Healthcare

07/2009 - Ongoing Paris, France

- Projects management and medical solutions installations (50 projects per year, 1.4 million euros). Determine the internal and external needs to complete projects
- Sales: drawing up of commercial proposal tailored to customer needs
- Training of clinical staff in monitoring and cardiology
- After-sales service: customer relationship management in hospitals

### National Project Manager - Surgery Department

OLYMPUS Medical Systems

11/2008 - 02/2009 Paris, France

- Project management in Operating Room (Video and Patient data), with sales support and clinical staff training

## EDUCATION

### Executive MBA

HEC Paris

09/2019 - 01/2021 Paris, France

### Master's degree Biomedical Engineer

Polytech Lyon - University of Claude Bernard Lyon1

2007 - 2008 Lyon, France

- 04/2018-09/2018, Placement: Siemens Healthineers, MRI and CT Scanners Support  
Subject: Optimization and implementation of a new service offering associated with MRIs and Scanners

### Bachelor / Master's degree Electronic, Electrotechnical and Automatic

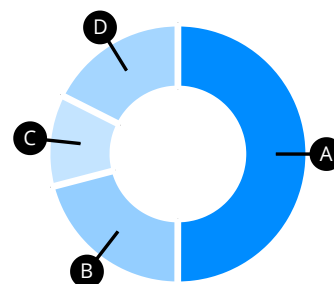
University of Nice Sophia-Antipolis

2003 - 2007 Nice, France

## SUMMARY

My challenge in EMBA is learning how to improve my soft skills, knowing the market with a 360° view of the business...

## MY TIME PROFILE



- A Project management and deployment
- B Sales
- C Training of clinical staff
- D Customer care relation

## SKILLS

Process communication

Leadership

Sales BtoB BtoC

Business strategy

## LANGUAGES

English

Advanced

French

Native

Arabic

Native