

# MOHAMED SMAÏN ABDELMERAIM

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38 years old / Paris, France



## WORK EXPERIENCE

### Field Service Engineer - Customer Service Patient Care and Clinical Informatics

#### PHILIPS Healthcare

07/2009 - Ongoing Paris, France

- Project management and medical solutions installations (50 projects per year, approx. 1.4 million euros).
- Patient monitoring and digital transformation in medical projects
- AS Subject Matter Expert (SME) in charge of transversal project, approx. 15 person. 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 (600 K€ maintenance contracts)

### 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

- Major «Entrepreneurship – Project Accelerator»
- Entrepreneurial project in healthcare industry

### 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

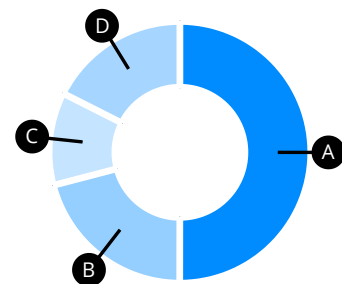
#### University of Nice Sophia-Antipolis

2003 - 2007 Nice, France

## SUMMARY

Over 12 years experience in healthcare industry and medical system with international background. Entrepreneurial project in healthcare industry ongoing with Executive MBA HEC Paris

## MY TIME PROFILE



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

## SKILLS

Leadership

Process communication

Sales BtoB BtoC

Negotiation

## LANGUAGES

English

Advanced

French

Native

Arabic

Native