

**BUSINESS ANALYST / KEY ACCOUNT MANAGER / QUALITY ASSURANCE / CONSULTANT**  
**BIOPHARMA / CHEMICAL & TEXTILE INDUSTRY**  
**ENGLISH / FRENCH / ITALIAN / GERMAN / RUSSIAN / POLISH**  
**MBA / Chemical Engineer / Quality Assurance**

**Career achievements to date**

**MANAGERIAL:**

- ◆ since 1988, managed **international projects** in a multicultural environment (people and budget)
- ◆ supervised **pilot scale installation** (budget and team members)

**BUSINESS DEVELOPMENT & MARKETING:**

- ◆ prepared **business plans** for projects of about CHF 200 M each
- ◆ implemented **cost reduction** changes
- ◆ **improved market** and **financial** performance of customers
- ◆ **analyzed market demand** in Europe and Asia
- ◆ provided **technical and marketing support** to about 50 industrial customers in **Europe and the Middle East**
- ◆ **identified** and **invalidated** customers' **claims** of about CHF 10 M each
- ◆ **managed projects** at international level
- ◆ successfully **trained** corporate employees and customers
- ◆ improved customers' satisfaction
- ◆ **developed the European market** for a new hi-tech product

**QUALITY ASSURANCE:**

- ◆ **audited** biotech companies
- ◆ reviewed and evaluated the **change control** documentation
- ◆ reviewed and evaluated the **deviation** documentation for the **U.S. Food & Drug Administration**

**OPERATIONAL:**

- ◆ **analyzed the production of 73 factories** with the goal to **improve global operational efficiency**
- ◆ **commissioned an industrial installation** with a treatment capacity of 2000 tons per year
- ◆ calculated **total material and production costs**
- ◆ **conceived, dimensioned and designed** future plants, including the **calculation of total investment cost** (handover solution)
- ◆ **supply chain management**

**Specific Abilities**

My previous employers and customers used the following attributes to describe me:

- Quick to adapt, good communicator, efficient organizer, able to sustain work under pressure
- At ease within multicultural groups and with people of different professional backgrounds
- Excellent analytical and implementation skills
- Strong sense of professional commitment and team-like attitude
- Quick learner
- Highly motivated by challenge, creative, proactive, dynamic and perseverant

## Professional Experience

EXCELSUS SCIENTIFIC ENGINEERING, INC-2005-present  
Independent Consultant / Auditor

- ◆ Audit services in the Biotech and Pharmaceutical industries.
- ◆ Change control review and evaluation.
- ◆ Deviation review and evaluation for the U.S. Food & Drug Administration.

LEMANIA COLLEGE - Lausanne 2003-December 2004  
Teacher of mathematics and physics at university entrance level

BUSINESS STRATEGY BSAG - Zurich 1999-2003  
Independent Consultant

- ◆ Conducted market and financial research for new projects.
- ◆ Investigated and implemented new business strategies in customers' companies.
- ◆ Participated in the launch of companies.

TETRA PAK INTERNATIONAL SA - Pully/Lausanne 1995-1999  
Project Analyst reporting to Project Planning Director

- ◆ Analyzed the production of 73 factories and improved global operational efficiency.
- ◆ Prepared business plans for projects of about CHF 200 Mio each.
- ◆ Benchmarked competitors and calculated production costs.
- ◆ Managed international projects from defining, through executing strategies up to the implementation stage.
- ◆ Analyzed market demands in Europe and Asia.

RECYMET SA - Aclens 1992-1994  
Development Engineer reporting to Project Leader and then to Factory Director

- ◆ Commissioned an industrial installation with the treatment capacity of 2000 tons/year.
- ◆ Supervised pilot scale installation (team members and budget).

DU PONT DE NEMOURS INTERNATIONAL SA - Geneva 1989-1992  
Technical Marketing Representative reporting to Technical Marketing Manager

- ◆ Developed the European market for a new polymer.
- ◆ Provided technical and marketing support to about 50 industrial customers in Europe and the Middle East.
- ◆ Examined and identified all customer claims of about CHF 10 Mio each
- ◆ Wrote technical bulletins which serves as the reference documents for company and customers and organized meetings.
- ◆ Successfully trained corporate employees and customers.

DEGREMONT SA - Vevey 1988-1989  
Chemical Engineer reporting to Managing Director

- ◆ Conceived, designed, dimensioned water treatment plants for Swiss and German customers, including the calculation of the total investment cost (handover solution)

**Education**

2002 **Quality Assurance Manager; Challenge Optimum Geneva**

1995 **MBA HEC Lausanne**

1987 **M.Sc. Chemical Engineering in Lausanne (EPFL)**

**Diploma work**

Bath fermentation of whey ultrafiltrate by *Lactobacillus helveticus* for lactic acid production with acetic acid production by *Gluconobacter oxydans*.

Studies of specific problems caused by microbial medium, and the improvement of microbial growth and acid production in the laboratory for industrial use.

1986 Training in Biochemistry Department at Geneva University

1978-1981 Studies in Chemistry at the Polytechnic of Warsaw

1977-1978 Studies in **Mechanical Engineering** at the Institute of Food Technology, Moscow

**Languages**

Polish	mother tongue
English	spoken, written
French	spoken, written
Italian	spoken, written
Russian	spoken, written
German	good knowledge

**Computer skills**

MS-DOS and Macintosh, Windows, Outlook, Excel, PowerPoint, Word and Access.

**Courses**

Various project management, communication and negotiation courses

**Personal interests**

Contemporary art, classical music, cinema, theatre, reading, traveling

**Nationality**

Swiss/Polish