



SYLVAIN PAROT

MANAGER & BUSINESS DEVELOPER

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ABOUT ME

Naturally talented to bring together and motivate multi-discipline teams to reach an overall objective, drive transformational change and improve customer solutions. I'm creative thinker and problem solver.

LANGUAGES

FRENCH

ENGLISH

LINKS

Mes références : <https://parot.info/>

PERSONAL DETAILS

Nationality
French

Visa status
Swiss licence G

WORK EXPERIENCE

MEDLINE
SWITZERLAND
Geneva
Jun 2022 - Present

KAM GPO & NPO

I ensure that sustainable corporate success is achieved and ensure to my company large revenue on my KOL's. Strategic partner and advisor to Non Profit Organizations and Public GPO's, identifying new business opportunities for mutual benefit and ensuring that the KPI's are satisfying for everyone.

MEDLINE
SWITZERLAND
Geneva
Oct 2015 - Present

Team Leader Sales

Sales Leader mentoring & managing 2 sales team members contributing to regional team growth, securing new business and the growth of existing contract business in RomandieArea territory. BU creator on NPO for PPE product with WHO, UNITED NATION, IRC. Uninterrupted positive growth from 2016, exceeding 30% each year with over CHF 11M growth. Gross margin progression over 5% every year. Current turnover: CHF 17,5 M with high profitability. • Designed and implemented sales strategies to ensure the Company met its revenue objectives by increasing new and existing business for the entire territory & team unde my responsibility. • Increased the team's sales volume and margins by applying efficient customer strategies • Reserached prospective customer organizations and identified the Key Opinion Leaders • Managed public tenders, GPO and price quotations in collaboration with the customer service department, product divisions, and sales leadership team; supported my team accordingly • Led annual Business Reviews • Optimized and extended Sales reps satisfaction and loyalty every year, implemented and secured a "win-win" collaboration atmosphere • Managed performance: further development of the sales team through appropriate coaching and training measures; ensured strategic choices, implemented and documented every step.

MEDLINE FRANCE
Lyon
Jan 2010 - Jan 2015

Account Manager

Account Manager responsible for Rhone Alpes area of France - selling the Medline product portfolio with a variety of healthcare leaders in leading teaching hospitals, private clinics etc. Assured continued growth from 2012 onward. Developed the business from Eur 800K to overEur 5M with higher profitable margins; growth of 3% each year by introducing high margin products. Following my successful results in France, Medline proposed the move to Switzerland tomanage the team and take over a sector which was in difficulty

ANATECH
Lyon
Jan 2003 - Jan 2010

Managing Director/Founder

In 2003 created my own company Anatech Medical, specialised in reusable surgical instrumentation. In 2005 created a second company to provide after sales service for hospitals, the company covered the southeast quarter of France with 7 employees. 2008, following the economic crash, the French situation had weakened us. 2010, due to bad debt, I took the decision to terminate the main company and sell the service company. Thisexperience permitted me to develop my entrepreneurial skills, which I use everyday in my approach to any market. At this time I was headhunted and proposed to work in several multinational company,which I felt would help develop my knowledge of the industry and provide another perspective in order to make me a more well-rounded manager.

AXONE MEDICAL
Lyon
Jan 1996 - Jan 2003

Manager

First experience as a salesman. After a year of training and learning the products, my achievements exceeded my objectives. Witinin seven years I created a business of 1M euro,and I had the opportunity to hire 3 salesmen, train them in the trade of surgical instrumentation, which prompted me to embark on the adventure of creating my own business.

EDUCATION

3A VENTE
Lyon
1994

Bachelor

SKILLS

LEADERSHIP

SALES

MEDICAL DEVICES

TEACHING

INSTRUMENTATION

NPO KNOWLEDGE