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■ **PROFESSIONAL CAREER**

10/2015-present 2010 - 2015 2003 - 2010  1996 - 2003 1995 <b>Education</b> 1994	<b>Senior Manager Switzerland – Medline International</b> <b>Account Manager France – Medline International</b> Managing Director/Founder - Anatech Médical and Guirand Medical (Surgical instrument France) Manager - Axone Médical France (Chirurgical instrument) Military service – Fireman (first responder)  BTS Action Commercial 3A vente
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■ **SKILLS**

"Only as a team do we achieve the greatest success"

Contract Negotiation, Building Lasting Relationships, Branding, New product Identification, OEM process, Sales Strategy. Training and Development.

I am results driven, a leader that thrives on building teams, and developing solutions for the market.

NEGOCIATION	NEEDS ANALYSIS	OPTIMISATION OF COSTS	CREATING AND ANIMATING NETWORKS
<ul style="list-style-type: none"> <li>▪ Influencing opinion leaders and decision-makers</li> <li>▪ Presentation of offers in order to ensure they endure over time</li> <li>▪ Focus on accordance with the company's pricing strategy</li> </ul>	<ul style="list-style-type: none"> <li>▪ Propose and implement unique solutions</li> <li>▪ Change management</li> <li>▪ Draft specifications in collaboration with buyers</li> </ul>	<ul style="list-style-type: none"> <li>▪ Research and integrate products with better margins.</li> <li>▪ Set up of methods &amp; procedures (express delivery, price litigation, etc.)</li> </ul>	<ul style="list-style-type: none"> <li>▪ Define and implementation of commercial and marketing strategy.</li> <li>▪ Lead interface between teams and decision-makers</li> <li>▪ Management of sales and technical teams</li> </ul>

■ **ACHIEVEMENTS**

- Business creator Founder at Anatech Medical, Guirand Medical.
- BU creator on NPO for PPE product.
- Analysis of management procedures.
- 8 years of steady growth at Medline each year up than 30%, (2019 push at 193%).
- Award Winner MVP France Benelux 2015.
- MVP Award Europe 2015.
- Extra degree winner Award EUROPE 2018.
- Award winner Germany, Austria, Switzerland 2019.
- Optimisation of costs and benefits implementation new warehouse in Switzerland.
- Permanent focus on the profitability of my team (growth of 336% since last 5 years).

■ **PERSONALITY**

- Reactive and effective, focus on learning from each situation
- Fluent English (B2)
- Listening, organised, rigorous, autonomous.
- Determined, enthusiastic, committed, intuitive, hunter.
- Thrive on challenges, and a very good team spirit.
- Cross Fit training, and old basketball player.

