



Malaysian-German Chamber
of Commerce and Industry
Deutsch-Malaysische
Industrie- und Handelskammer

Jobseeker Profile

Looking for Job as (Job designation + Industry – multiple possible):

Sales Manager / Business Development Manager – Life Sciences or Consumer Industry (open to consider working in other industries)

Looking for a Job in (City/Country – multiple possible):

Kuala Lumpur or surrounding areas, Malaysia

Education (Degree + (optional) University):

- **Master in International Business** from Grenoble École de Management, France (Graduated with distinction)
- **Bachelor of Arts in Business Administration** from European University Barcelona, Spain (Graduated Summa cum laude)

Work Experience:

07/2024-Present Maternity leave and relocation to Kuala Lumpur

IQVIA

07/2018-06/2024
Frankfurt,
Germany

Key Account Manager Business Intelligence & Consulting

- Managed €10–15M annual portfolio, delivering tailored end-to-end healthcare solutions.
- Built long-term partnerships with C-level executives and procurement leaders.
- Led strategic account planning and cross-functional teams to deliver complex projects on time and within budget.

axicorp Pharma

03/2016-07/2018
Friedrichsdorf,
Germany

Export Manager

- Established and led Export Business Unit; generated €1M+ in first-year revenue.
- Negotiated pricing, contracts, and partnerships across international markets.

Wörwag Pharma

08/2014-12/2015
Böblingen,
Germany

Regional Manager Middle East/Africa

- Led market entry projects in UAE, Saudi Arabia, and Iran.
- Built distributor networks and concluded regional distribution contracts.

Skills:

- **Commercial & Contract Management:** High-value contract negotiation, pricing strategy, and business case development. Skilled in sales forecasting, budgeting, and delivering double-digit revenue growth in solution-driven, consultative sales environments.
- **Stakeholder Management:** Proven ability to engage C-level executives, procurement leaders, and departmental heads to co-create value and secure long-term commitments.
- **Cross-Functional & Project Leadership:** Certified Project Manager (IPMA Level D) with extensive experience leading cross-functional, multinational teams..
- **Digital Tools:** Business intelligence platforms, CRM systems, project management solutions.



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Language Skills:

Native proficiency in German and English, fluent in Spanish, and conversational in French.

Other Certificates:

Certified Project Manager (IPMA Level D) with hands-on expertise in leading complex, multi-country initiatives.

Nationality:

German

Work Permit:

Currently based in Malaysia. Work permit sponsorship required (eligible for Employment Pass).

What you think a potential employer should know about you:

With over 10 years of experience in the healthcare industry across diverse sales and business development roles at both national and international levels, I have developed deep expertise in strategic planning and commercial execution. I'm recognized for driving growth through strong client partnerships, consultative selling, and a focus on delivering long-term value. Passionate about expanding business opportunities in the life sciences and consumer industries, I bring a hands-on, results-driven approach to every project and team I lead.

*Please send your application to memberships@malaysia.ahk.de. Only shortlisted applications that are based in Germany or Malaysia will be considered. Applications with referral from an MGCC member company will be prioritised.