

Manager

Dr. Imad Aoudé Business Development



Working Experience

Dr. Imad Aoude

Dubai Biotechnology & Research Park. P.O Box: 478831,

Dubai- UAE

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Nationality: French & Lebanese –32 years old

Bio-Rad Laboratories – Life Science Group – Dubai (GCC, Africa and Levant)

➤ **BUSINESS DEVELOPMENT MANAGER** February 2017-Present

Having responsibility for achieving KPI in customer management, sales revenue and pipeline activity. I am also in charge of implementing new strategies to increase our business Market share in our regions and penetrate new markets (i.e. GCC, Levant and Africa accounts). These strategies include Marketing activities (Workshops and presentations) and Accounts Mapping.

Duties

- Organizing sales and pipeline activity of our channel partners for GCC , Levant and Africa.
- Creating sales blue sheet for big leads to close leads.
- Conducting first class presentations and Workshops of our new products to Generate and Close leads.
- Organizing Customer facing webinars
- Analyzing Market trends so the company keeps its competitive advantage
- Providing Sales & Technical support to end-users and to Channel Partners in GCC , Levant and Africa.
- Organizing Account Mapping to Generate New Leads in New Markets and Organizations
- Cold Calling our key customers to maintain our relationship and increase the sale
- Creating monthly report and leads on SFDC (Sales force.com)

Bio-Rad Laboratories – Life Science Group – Dubai (GCC, Africa and Levant)

➤ **PRODUCT SPECIALIST (LSG Line)** August 2015- February 2017

Duties

- Training EMEA partners sales rep and Application specialist on selling techniques and on our our new products.
- Preparing technical specs for all the products
- Preparing presentations to close clients deals
- Performing customer demo
- Assisting the marketing team in formulating sales strategies.
- Monitoring customer feedback and providing technical support.

Lebanese International University – School of Pharmacy

➤ **Assistant Professor** September 2014- July 2015

Taught courses: Biochemistry, Clinical Biochemistry and General Biology

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University of Maryland – USA

➤ **Postdoctoral Researcher** July 2013- Jun 2015

Theme: Neuroscience (Physiology, Electrophysiology, calcium imaging and Molecular biology)

Academic qualifications

- Université de Bourgogne, France 2009-2012 - Ph.D. Life Sciences (Neuroscience)
- Université de Rennes I, France 2008-2009 - Master 2 in Biochemistry
- Université de Rennes II, France 2007-2008 - Master 2 in Genetics
- Lebanese University 2003-2007 - Maitrise in Biochemistry

Scientific Publications

1. ayla Lemon* & Imad Aoudé* et al., **Lack of TRPM5-Expressing Microvillous Cells in Mouse Main Olfactory Epithelium Leads to impaired Odor-Evoked Responses and Olfactory Guided Behavior in a challenging Chemical Environment.** E Neuro Jun 2017.
2. Molinas A* & Aoudé I*, , Tazir B, Grosmaître X. **Naris occlusion induces plasticity in olfactory sensory neurons at the cellular level .** Neuroscience Letter. **2016**
3. **Aoudé I*** & Cadiou H*, Tazir B, Fenech C, Meunier N, Grosmaître X. **Postnatal odorant exposure induces peripheral olfactory plasticity at the cellular level.** (Accepted for publication in the High impact factor Journal of Neuroscience) *Equal contributions. **2014.** [PDF](#)
4. Tatsuya Yamaguchi, Junpei Yamashita¹, Makoto Ohmoto, **Imad Aoudé**, Tatsuya Ogura, Wangmei Luo, Alexander A Bachmanov, Weihong Lin, Ichiro Matsumoto and Junji Hirota. **Skn-1a/Pou2f3 is required for the generation of Trpm5-expressing microvillous cells in the mouse main olfactory epithelium** (Published in BMC Neuroscience). **2013.** [PDF](#)
5. **IMAD AOUDE***, SARAH SAAB*, NADER AOUDE, MOHAMED MORTADA, FATIMA JEBAI and MOHAMED EZZEDDINE**. **RF-MW non-thermal effect enhanced Beta-galactosidase expression through the induction of Dnak synthesis in *E.coli* BL21 DE3.** (published in WSEAS Journal). **2007.** [PDF](#)

Conferences

1. **Aoudé. I**, Cadiou. H, Tazir. B, Fenech. C and Grosmaître. X. **Morphological and molecular changes in mouse olfactory epithelium following postnatal odorant exposures.** 10e colloque de la Société des Neurosciences (French Neuroscience Society Meeting), Marseille, **France**, mai **2011.** Poster

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2. **Imad Aoudé**, Hervé Cadiou, Claire Fenech and Xavier Grosmaître. **Mouse olfactory sensory neurons' plasticity induced by postnatal odorant exposure: anatomical, molecular and physiological consequences.** The 8th Federation of European Neuroscience Societies (FENS) Forum, Barcelona, Spain, July **2012**. **Poster**
3. Adrien Molinas, **Imad Aoudé**, Xavier Grosmaître. **Post-natal unilateral naris occlusion in mice induces olfactory receptor-specific plasticity at the cellular level.** ECRO, Belgique, aout **2013**. **Poster**
4. **Imad Aoudé**, Tatsuya Ogura, Justin Chang, Wangmei Luo, Ichiro Matsumoto, Weihong Lin. **Trpm5-expressing microvillous cells play a role in adaptive functional plasticity after irritant exposure in mice.** Association for chemoreception Science, XXXVI Annual Meeting, Florida, USA, **2014**. **Poster**

Awards and Honors

- **Merit-based scholarship**, French Ministry of National Education **2007**
- **PhD Graduate Fellowship**, French Ministry of Education and Research **2009**
- **Polak Best Postdoctoral Scientist Award** for innovative research Sciences **2012**

References

Available on request