Alexandre CIVIERE

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3 Robin Dr, 258263 Singapore
33 years old – French Citizen

Dual Competency in Biomedical Engineering and Management | 8 years of experience in Biotech and Medtech | International experience through Asia, Europe and the US | Expertise in Clinical Innovation, Program Management and Business Development | Active Contributor to Innovation Ecosystems

PROFESSIONAL EXPERIENCE

Mar 2023 – Present **AK CATALYST – Singapore**
Business Consultant
- Provide healthcare companies with Strategy, Business development & Project Management services
- Consultant at Algoscope, a Pathology startup developing an AI hardware solution for pathology labs
- Consultant at BioValve Therapeutics, a startup developing the first biological heart valve

Jul 2021 – Feb 2023 **TESSA THERAPEUTICS – Singapore**
Biotech company specialized in cell & gene therapy in Oncology - CAR-T cell therapy
Corporate Strategy and Program Manager
- Key planner, analyzer and risk leader, handle oversight and development of corporate strategy
- Worked closely with a cross-functional team to monitor program progress, cost and timelines
- Partnerships & licensing manager with key stakeholders (big pharma, CRO and academics)
- Worked closely with the finance department on monthly P&L and program budget (PowerBI)

Key Achievements
- Built a 5Y Corporate Strategy Plan aligning with R&D, Clinical, IP and Regulatory teams
- Successfully coordinated the launch of a CAR-T trial in the US, within approved budget (P&L)
- Established successful partnership with main strategic partners (BMS)

Dec 2016 – Jun 2021 **CELLPROTHERA PTE LTD – Singapore**
Biotech startup specialized in cell therapy and regenerative medicine in Cardiology
Project Manager
- Managed clinical research with major hospital sites in Singapore: NHCS , NUH and TTSH
- Facilitated cross-functional collaboration across medical, regulatory, manufacturing and finance teams
- Managed the various stakeholders involved in the project: clinical sites, labs, CRO, logistics
- Conducted strategic analysis: competitive analysis, regulatory and market opportunity
- Worked closely with C-level on P&L management, business development and fundraising process
- Represented the company at key industry events : Phar East, MedLab, Pharma CI and various tech events

Key Achievements
- Successfully established a new subsidiary in Singapore: office space, tax and customs registration
- Achieved successful completion of a clinical trial with healthy volunteers, validating the industrial process
- Obtained CTA approval for a pilot phase in a cell therapy trial for heart regeneration
- Effectively pitched the company and secured a term sheet proposal for the next round of fundraising

Apr 2016 – Nov 2016 **SIEMENS Healthineers – Paris, France**
Business Analyst
- Led strategic market analysis of the French Digital Health market for new products launches (PACS, VNA), including market segmentation, benchmark, and needs assessment
- Conducted customer surveys across approximately 200 hospital sites (Radiology and Information Systems)
- Participated in specialized congresses and events, such as JFR and CATEL

ENGAGEMENT IN STARTUPS

- **Active in the following networks:** A*STAR Singapore, Biotech Connection SG, SUTD, IHU Lyric (Bordeaux - France), Lyon Biopole, Osaka/Kobe Cluster
- **2024: Singapore Representative** at **EIT Health**, a network of health innovators backed by the European Union
- **2024: Panelist** at **SUTD ARISE Singapore**, assigned with the Cardio EzyT2 team developing a portable MRI for cardiac metabolic disease diagnosis
- **2023: Mentor** at **iGEM EPIC Contest**, paired with a team from MIT ADT University, India, to help guide them with their business idea for real-time glucose monitoring device using an enzyme-based biosensor
- **2015: "Grand Jury Prize" winner** at an entrepreneurship contest : "Entrepreneuriales PACA 2015-2016" for the KIMI project : crowd behaviour analysis technology using a camera with AI

INTERNSHIPS

2015
6 months

ZIMMER BIOMET – Valence, France - Medtech Regulatory Affairs Intern

- In charge of CE technical file writing in compliance with 93/42/EEC Directive
- Involved in the product development project with different departments (R&D, Industrialisation, QA)

2014
2 months

DISPOSABLE LAB – Bordeaux, France - Research & Development Intern

- In charge of responding to a design issue for a disposable isolator for aseptic filling
- Bibliographic and patent research, contacting professionals (companies, PhD)

2012
2 months

PERMO BWT Group – Bordeaux, France - Technical Sales Assistant

- Cultivating customer relationships and network
- Conducting on-site client meeting and water quality analysis (pH, mineral formulation)

EDUCATION

2015 – 2016 **MSc in Management - Full English Track, IAE Aix-Marseille Business School – France**

- Corporate Strategy, Financial Accounting & Analysis, Investment Banking, Project Management, International Business, Business Model, Marketing

2013 – 2015 **Master's Degree in Biomaterials and Medical Devices, University of Bordeaux – France**

- Medical Devices, Biomaterials, Mechanics, Anatomy, 3D bioprinting, Technical File, Risk Analysis, ISO Standard, Imaging, Physiology, Pharmacology, Technological Innovation

2010 – 2013 **Bachelor's Degree in Biochemical Sciences, University of Bordeaux – France**

LANGUAGES & SKILLS

French Native Speaker **English** Fluent **Japanese** N4

Certificates Immuno-Oncology – Harvard Online Course HMX (issued in November 2022)
Venture Capital Analyst – EntryLevel (issued in August 2022)
Good Clinical Practice – SingHealth (issued in October 2018)

IT OS: Mac and Windows, Microsoft Office, Power BI, CAD (Autodesk, Creo)

MISCELLANEOUS & INTERESTS

Engineering 3D printing: designing and printing objects in PLA & PETG filaments

Music Guitar & Piano (Folk, Rock, Blues, Jazz since 2004)

Sport Tennis – Martial Art: Vovinam Viet Vo Dao – Climbing – Running

Travel Through the US, Europe and Asia with interests in architecture, art museums and design