

KARL PAIRAULT

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I enjoy solving business problems in stimulating environments. Working at the interface between science & business, I am fascinated by the potential of life sciences to solve some of the world's most pressing problems. Passionate about biotech innovations, business strategy, MedTech, FinTech, start-ups, venture capital. Polyglot, multiple multicultural experiences. Background in International Business/Finance, Biotechnology & Entrepreneurship

EDUCATION

- **USAMV – Faculty of Biotechnology** **Bucharest, Romania**
Master Program: “Biotechnology & Entrepreneurship” **Expected: Jul 2023**
Relevant Courses: Applied Biochemistry & Enzymology, Applied Microbiology, Advanced Molecular Biology, Pharmaceutical Biotech & Healthcare, Advances in Food Biotech, Advanced Agricultural Biotech, Intellectual Property Management
- **IE University** **Madrid, Spain**
Bachelors Business Administration (BBA) **Graduated: Jun 2021**
Relevant Courses: Technology VC Investment, Growth Hacking Tools for Start-Ups, Finance I & II, Strategic Management for Innovation, Future of Healthcare, Econometrics, Entrepreneurship. Awarded Academic Excellence Scholarships
- **Lycée Français Anna de Noailles** **Bucharest, Romania**
Baccalauréat Économique et Social (ES), spécialité Mathématiques **Graduated: Jun 2017**
Highest Distinction: Très Bien. President of Student Council (CVL), leading a team of 15 students

PROFESSIONAL EXPERIENCE

- **Consultant at Novoptim – Business & Strategy Consulting firm in Life Sciences** **Paris, France**
Jan 2022 - Present
 - Collaborated with external clients in the sale of high precision laboratory equipment
 - Responsible of transferring sales opportunities to clients with large pharmaceutical companies (15 opp. per month)
 - Supported internal team to redefine client business strategy via competitive analysis and market research
 - Lead coordination over the transformation of Novoptim official website according to new strategy
- **Business Development Manager at AMIA International SRL – Family-run Agricultural Business** **Bucharest, Romania**
Sept 2021 – Feb 2022
 - Prepared marketing research to position AMIA vis-à-vis competitors in the Romanian market
 - Foresaw the financial performance of the business by performing in-depth reviews of monthly accounting reports
 - Compared and analyzed actual results with forecasts and conducted cost analysis for 20 product categories
- **Sales Consultant at DragonSEC Group - Penetration testing start-up offering cybersecurity services** **Tel Aviv, Israel**
Jan 2021 – Sept 2021
 - Developed a sales strategy for several companies looking to purchase DragonSEC's services
 - Implemented tools to generate business leads, designed sales funnel, negotiated with over 30 clients
 - Led the Sales team overall strategy planning aiming to capture new clients with a target of 2 new clients per week
- **Business Developer at FyberX - Biotech start-up developing technology in the hemp fibers industry** **Williamsburg, USA**
Sept – Dec 2020
 - Contributed to the foundation of the company by drafting its mission, vision & value offering
 - Implemented short- and long-term strategic plans to achieve the company's purpose of creating vertically integrated supply chains. Assisted VC-pitching and negotiation presentations
 - Forecasted the start-ups' 5-year financial performance to assess potential investments from various VCs
- **Audit Intern at KPMG** **Bucharest, Romania**
May - Jul 2019
 - Performed accounting and audit services to businesses such as insurance and financial services
 - Analyzed company accounts, performed due diligence and organized audit paperwork with sharp attention to detail

FURTHER EXPERIENCE & LEADERSHIP ROLES

- **2020/2021:** Class Delegate IE University, Mentor IEU Mentorship Society, LEAP Conferences Ambassador.
- **University:** Finalist IEU Business Plan Challenge 2019, member IEU Entrepreneurship Club, VC & PE Club.
- **Charity work:** Volunteering at Valentina & Parada Foundation partnerships and Orphanage of Saint Teresa.

LANGUAGES

French (Native), **Romanian** (Bilingual) **Spanish** (Fluent, C1 DELE Certificate) **English** (Fluent, C2 IELTS Certificate)

ADDITIONAL COMPETENCIES & INTERESTS

- **Computer Skills:** MS Office (Proficient in Excel, Powerpoint & Word), Macbook, Image & video editing, social media networks, Photoshop high proficiency, web design, administration of an e-commerce open cart platform, Power BI. Other tools: DuxSoup, Sales Navigator, ZoomInfo, CRM (SalesForce,Zoho,HubSpot...), Cleverly, Lemlist, ProspectIn...
- **Sports & passions:** Football (International Tournaments), Show Jumping (Competitions), Fencing (Sabre).