Calin Andras, PhD

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I am an experienced biotech Sales professional (15 years) with a focus on growing business. My current role is to manage a global sales team through training, customer base expansion, planning and implementing new sales strategies, improving efficiency, and facilitating interdepartmental functionality

**WORK EXPERIENCE**

**2022 – Present Head of Sales, Solis BioDyne**

* Currently managing of a global sales team of eight people specialised in selling PCR/qPCR solutions into the assay development segment of the In Vitro Diagnostics market
* Designed and implemented new sales strategies for expansion into existing and new markets
* Refocused sales on winning new business through novel strategies and tactics
* Reshaped sales team with new job assignments to improve efficiency (Orders, Distributors, etc)
* Ongoing training of the sales team
* Initiated and lead complex business negotiations for B2B large value deals
* Proposed new initiatives, and aligned with the business owners and the Board on current plans

**2011 – 2022 Biotech and Pharma Manager, New England Biolabs (NEB) UK**

* Managed the NEB and Cell Signaling Technology (CST) business in the UK for the Pharma and Biotech sector, including strategic accounts such as AstraZeneca/MedImmune, GSK, UCB, Oxford Nanopore Tech, Kymab/Sanofi, Horizon Discovery/Perkin Elmer, etc
* Managed other strategic accounts for NEB (NGS, cloning, PCR, RNA, etc) and CST (antibodies, assays, proteomics): The Sanger Institute, LMB, The University of Cambridge, Babraham Inst, etc
* Increased sales consistently above the country and global annual averages
* Mentored and trained all new hires in Sales and Tech Support: key account management, engagement with scientific KOLs and Purchasing stakeholders, joint visits and exhibitions
* Represented the company and established business connections at scientific conferences, organised an NGS Symposium at CRUK CI, etc

**2008 – 2011 Technical Sales Specialist, Thermo Fisher Scientific (formerly Fermentas Life Sciences UK)**

* Increased sales exceeding 25% growth year-on-year, above the national targets
* Awarded the ‘100% Club’ trophy at the Thermo Genomics Global Sales Meeting in Puerto Rico, 2011 for exceeding the sales targets in all four quarters
* Sales training course Frankfurt, Germany, 2009 and Vilnius, Lithuania, 2010
* Guest speaker giving more than 20 talks on Gene Cloning, qPCR and siRNA at major universities and research institutes across the UK and Ireland: Oxford, Cambridge, Imperial College, Dublin Trinity, etc
* Successful tender at the University of Leicester in 2009, achieving the preferred supplier status after the company’s previous unsuccessful attempts
* Successfully implemented 5 new Fermentas freezer programmes

**2005 – 2008 Postdoctoral Research Associate, Biology Department,**

**Imperial College London**

* Member of three research groups studying the diversity and dynamics of bacterial species as well as genome-wide analyses of virulence and immune responses in bacteria, yeast and plant models
* Leadership Course, Imperial College, June 2008

**2003 – 2005 Postdoctoral Research Associate, Plant Science Division, University of Nottingham**

* A novel gene containment strategy in transgenic plants
* Designed and tested a molecular marker for organelle biomolecule communication

**2002 – 2003 Postdoctoral Research Associate, Institute of Genetics, Queen’s Medical Centre, University of Nottingham**

* Modification of a human artificial mini chromosome to function in plant cells as a multi-gene vector

**2000 - 2002** **Postdoctoral Research Assistant, Plant Science Division, University of Nottingham**

* Generated transgenic rice plants expressing bacterial, insect or plant defence genes

**1996 - 1999** **PhD/Visiting Scientist, Plant Science Division, University of Nottingham**

* PhD thesis and patent application for DNA signal amplification in cytogenetics, two published papers: a novel method for preparation and karyotyping of plant chromosomes and a novel fluorescent method for karyotyping

**RESEARCH EXPERTISE**

* Molecular cloning including Gateway, GoldenGate assemblies, metabolic engineering
* Southern/Northern/Western blotting
* Genotyping, gene expression, genetic fingerprinting: PCR, RT-PCR, qPCR, DGGE, RAPD
* Yeast Two Hybrid Assays
* DNA microarrays
* Animal/plant cell culture, transfection and fusion
* Fluorescent (FISH) and Genomic (GISH) In situ Hybridisation
* Biolistics, Agrobacterium/PEG-mediated genetic transformation

**LEADERSHIP AND COMMUNICATION SKILLS**

* Taught and supervised MSc and PhD students in Genetics and Molecular Biology.
* Module presenter for cytogenetics at workshops for Public Understanding of Science, BBSRC - sponsored, University of Nottingham, May 1999 and April 1998
* Radiation Protection Officer for supervising work with radioactive isotopes at Imperial College
* Planed an executed a personal initiative for treating and re-location of feral cats
* Elected as the Youth Movement representative and Secretary of the local City Council consequent to the anti-communist revolution in Romania in 1989/1990
* Captain of the local Judo team and National Bronze Medal, Romania 1981

**EDUCATION**

**1996–1999 PhD in Plant Molecular Cytogenetics, University of Cluj-Napoca, Romania and University of Nottingham, UK**

Novel methodological approaches in Plant Molecular Cytogenetics

**1995–1996 MSc in Plant Genetic Manipulation, University of Nottingham**

Genetic engineering in forage legume *Lotus*: somatic hybridisation and*Agrobacterium*transformation

**1990–1995 BSc in Cell and Molecular Biology, University of Cluj-Napoca, Romania**