

SAMI BARGHSHOON

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My passion is taking data to get information about customers and markets, and then creatively using this information to build strong brands.

PROFESSIONAL EXPERIENCE

Sr Global Product Manager (Mar 2015 - Jan 2016)

Thermo Fisher Scientific – Fair Lawn, NJ

- ◆ Led a cross-functional team managing product development, packaging, advertising and brand management for \$90 million business unit
- ◆ Held full P&L responsibility for chemical and biological reagents brand business
- ◆ Analyzed market, cultivated innovation, optimized product mix and pricing, and designed promotional strategies

Sales Account Manager (Feb 2013 - Feb 2015)

Sigma Aldrich - Natick, MA

- ◆ Optimized performance of pharmaceutical accounts, identifying opportunities in both research and production through data mining
- ◆ Built strong client relationships by translating belief in products into solutions for clients to meet their research and production needs
- ◆ Managed key accounts Merck, Genzyme, Sanofi, and Pfizer

Product Manager (Jan 2011 - Feb 2013)

Sigma Aldrich - Natick, MA

- ◆ Led a cross-functional team managing product development and commercialization of \$80 million small molecule business unit
- ◆ Revitalized Sigma's position as a leading chemical provider of patented drugs to scientists for their research
- ◆ Analyzed revenue performance of product mix to identify segments and products ideal for business growth

Product Manager (Dec 2008 - Nov 2009)

Merck Millipore - Billerica, MA

- ◆ Promoted to manage \$5 M immunodetection business unit with direct accountability for performance, budget, scheduling, and strategic planning
- ◆ Analyzed salesforce.com data to identify new business
- ◆ Met high rate production and financial targets during periods of tremendous transition

Market Manager – Strategy & Analytics (Oct 2006 - Dec 2008)

Merck Millipore - Billerica, MA

- ◆ Hired into newly created position to help transition organization from a chemical to a biological manufacturer
- ◆ Provided senior level managers with market analysis for drug discovery and development business unit

Market Research Executive

Millward Brown - Los Angeles, CA

- ◆ Conducted primary and secondary market research and evaluated advertising effectiveness, product positioning, and brand performance
 - ◆ Analyzed data and presented findings to key stakeholders
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EDUCATIONAL EXPERIENCE

Web Development – Data Visualization (2016)

Lighthouse Labs – Ontario, Canada

MBA – Science & Technology Marketing (2005)

University of Calgary – Alberta, Canada

BSc – Cellular, Molecular, Microbial Biology (1992)

University of Calgary – Alberta, Canada

SKILLS OVERVIEW

BRAND BUILDING – INTEGRATED MARKETING – MARKETING RESEARCH – DATA ANALYTICS
NODE – HTML – CSS – RUBY

JAVASCRIPT –