Steve COSTALAT

Business Development Executive - Healthcare Data – Data Scientist freelance

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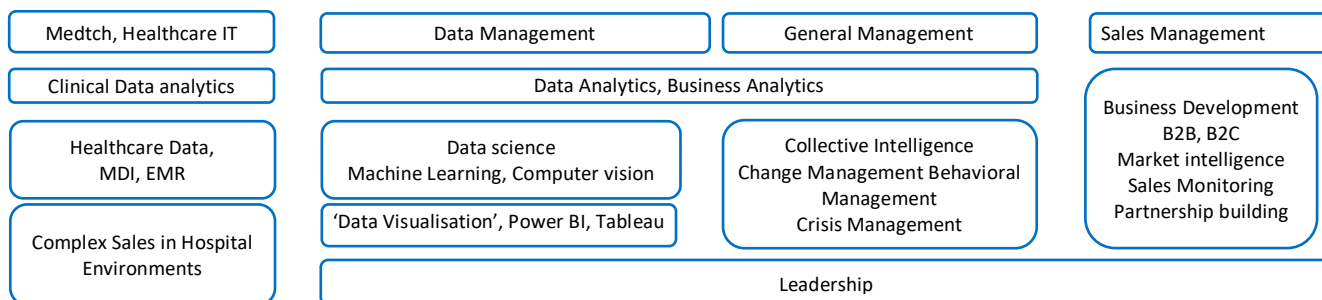✉ costalat@hotmail.com   in www.linkedin.com/in/stevecostalat

With more than twenty years of dynamic and adaptable professional expertise across Healthcare Data, medical devices industries and Data Engineering domains, I've held various roles in executive leadership, sales orchestration, marketing strategy and technical operations.

With dual master's degrees in physics and engineering from 'Mines-Télécom' Institute, I've gained a robust academic foundation and hands-on expertise that seamlessly navigate intricate business technical and scientific landscapes. This proficiency facilitated my transition from engineering roles to marketing and sales, ultimately propelling me into executive leadership positions. These adaptable skills, cultivated through both academic and professional spheres, have fostered a penchant for holistic approaches to corporate challenges, amplifying my ability to excel in transformative contexts. As a natural leader with a keen intellect and unwavering integrity, I lead by example, actively participate, and champion innate transparency.

Furthermore, possessing a profound acumen for data-related challenges and a keen enthusiasm for artificial intelligence, I have consistently prioritized maintaining my technical proficiency in Data Engineering. This has been achieved through engaging in projects and pursuing ongoing education, ensuring that I remain abreast of the latest advancements in data analysis and Data Science tools and technologies.

LANGUAGES: Trilingual proficiency in French, English, and Spanish.

CORE SKILLS:

- Medtch, Healthcare IT
- Data Management
- General Management
- Sales Management
- Clinical Data analytics
- Data Analytics, Business Analytics
- Healthcare Data, MDI, EMR
- Data science — Machine Learning, Computer vision
- Collective Intelligence — Change Management Behavioral Management — Crisis Management
- Business Development B2B, B2C — Market intelligence — Sales Monitoring — Partnership building
- Complex Sales in Hospital Environments
- 'Data Visualisation', Power BI, Tableau
- Leadership

EDUCATION & CERTIFICATIONS:

2023: Currently pursuing Microsoft PL-300 Power BI Certification
2017: D.U. Codesign: Change Management and Collective Intelligence - Paris V
1997: MS IT & Data Engineering ENST Br - MINES TELECOM Institute
1995: MS Physics: Mathematics & Subatomic Physics - Blaise Pascal University (Clermont-Ferrand, France)

TOOLS & SOFTWARE:

Microsoft Office, Sales Force, SAP, Jira, Oracle and other database systems
Power BI (MPL 300), GPT, Machine learning, SQL, R, Python, C, C++, Matlab

SUMMARY OF EXPERIENCE AND MISSIONS:

2021-23	ASCOM FRANCE IBERIA	Executive Head of Solutions/Data, Marketing, Operations
2018-21	PHILIPS HEALTHCARE - CAPSULE	Head of Business Development Western Europe
2017-18	PHILIPS HEALTHCARE	Head of Point of Care IVD (In vitro Diagnostic) France
	ENTREPRENEUR - FREELANCER	− Apizee (3 months) – Introduction of WebRTC technology in Healthcare IT − Executive Air & Sea (4 months) – Implementation of business intelligence tools − InCompliance Group (4 months) - Team management consultancy − ATOA/BNP Mission (1 month) – Design of collective intelligence workshop − ZOLL Data (6 months) – Product launch for FFR and OCT in France
2012-15	ABBOT DIAGNOSTICS (EX ALERE)	Marketing/Data Manager
	ENTREPRENEUR - FREELANCER	− Entrepreneurial Project (17 months) – M&A SME's − Volcano Mission (3 months) – Launched of FFR and OCT product
2004-10	MEDTRONIC FRANCE	Sales Representative CRDM
2002-04	MEDTRONIC SPAIN	Technical Consultant CRDM
2000-02	NATURAL MICROSYSTEMS	System Engineer Voice Over Data Southern Europe
1999-00	THALES	Sales Engineer Europe/LATAM
1998-99	STERIA – ESPAGNE	Data engineer − Banco Sabadell & Caixa Mission (16 months) – Designing of data model and visual interfaces for the bank's ERP − NIKE Mission (2 months) – Created of financial reports using ORACLE
1997-98	C.P.I. UNIVERSITÉ DE CARBOBO – VENEZUELA	R&D Engineer in Data science − AI Project (7 months) – Programmed Neural Networks dedicated Image Recognition − Computer Vision Project (3 months) – Programmed Shape Recognition in Video Images − - TELEAMAZON Venezuela Project (2 months) – contributed to the development of winning proposal for an international project funding

DETAILED PROFESSIONAL JOURNEY...

ASCOM France Iberia
Alarm orchestration & communication solution provider for hospitals

Executive Head of Solutions/Data, Marketing, Operations
- Served as the Executive Director for the marketing and operations divisions, including 2 managers and 9 collaborators
- Oversaw the operational direction of the Solutions / Pre-sales department consisting of 7 collaborators
- Took up the overall technical responsibility for the products and solutions delivered in the region."
- Served as Executive commitee member for the region and Led management teams into transformation regarding AI, Saas, and E-health
- Led the implementation of business intelligence tools, data analytics, and associated visualization tools

PHILIPS Healthcare

Division CAPSULE (ex QUALCOMM Life)
Connected Care - MDI (Medical device interface) & Healtcare Data

Head of Business Development Western Europe
- Restored commercial activity in Western Europe for the provision of MDI solutions for HIS and medical devices in an area covering France, Switzerland, Benelux, and Spain (€1.5 million/year).
- Supervised a cross-functional team of 2 individuals.
- Regularly reported Forecast and KPI using appropriate data visualization tools.
- Served as data analytics leader within the international sales team.

Division Handheld Diagnostics
Point of care InVitro Diagnostic

Head of Point of Care InVitro Diagnostic (PoC IVD) France
- Developed and organized the "Handheld Diagnostic" activity.
- Launched the decentralized biology market in France.
- Initiated, implemented, and supervised the pilot project with the world's first user site at APHP.
- Established verification and validation of analytical methods.
- Analyzed clinical data, Visualized data.

Entrepreneur & Freelance

Freelance
- Executed management consulting and workshop design assignments for team management.
- Led change management missions and orchestrated the transformation of complex systems.
- Conducted Data Analytics and Data Visualization missions.

ABBOTT Diagnostic (ex ALERE)
Point of care InVitro Diagnostic

Responsable marketing Cardiologie/Biologie délocalisée
- Élaboration des stratégies marketing et mise en œuvre des plans opérationnels sur les marchés assignés : biomarqueurs, gaz du sang et biologie délocalisée pour la cardiologie, les soins intensifs et les urgences.
- Pilotage de l'analyse des données et de la business intelligence pour établir des objectifs et des forecasts pour la région.
- Mise en place de la vérification et de la validation des méthodes analytiques.
- Analyse des données cliniques, Visualisation des données.

Entrepreneur & Freelance

Freelance - Business Startup / Mergers and Acquisitions Activity
- Réseautage avec les propriétaires de TPE/PME pour étudier les opportunités d'affaires et d'investissement.
- Conception de business plans, de pitchs ou d'autres méthodes telles que LEAN Startup pour convaincre les investisseurs, les business angels ou autres établissements.

Medtronic France
Cardiac Rythm Diseases Management Implantable Medical Device

Sales Representative CRDM Paris Area
- Sales and Operating Room Support for CRDM Implantable Technologies (Cardiac Rhythm Disease Management) and EP Navigation Systems (4.5 M€/year)
- Management of Key Opinion Leaders (KOLs)

Technical Concultant Spain
- Technical and Scientific Expertise in Cardiac Defibrillators, Pacemakers, and Heart Failure.
- Regular Contribution to Clinical Studies, Including Data Collection.

Natural Microsystems
VoD/VoIP technologies provider

System Engineer Voice over Data/ VoIP Europe du Sud
- Pre-Sales Technical Support and Consultation in Vocal Technologies, Infrastructures, and Telecommunication Standards such as: SIP, SS7, IP Media Gateway, IP Media Server, IVR Platform, Signaling Gateway, and Voice Over IP.

Thales (Ex Alcatel ISR)
IT for security forces, private mobile radio communication networks

Sales Engineer Europe/LATAM
- Development of responses to international tender offers for information technologies related to security forces, private mobile communication networks, and VoIP infrastructures (projects ranging from 5 to 25 million dollars).

STERIA Spain
IT Consulting Firm

Data Engineer
- Programmed databases and data analysis algorithms for the banking sector using SQL & ORACLE.

C.P.I - Université de Carabobo (Venezuela)
Laboratory of Mathematics, Computer Science, and Medical Imaging

Data science R&D Engineer
- Programmed neural networks (AI) and image processing algorithms using Microsoft Visual Studio, C, C++, Matlab.
- Conducted R&D in machine learning and computer vision for medical image processing.