

# HEALTH CAREER

## CONSULTANT PROFILE

**BERTRAND DE LAVENNE**  
MANAGING PARTNER - FRANCE  
HEALTHCARE-, PHARMA-, BIOTECH-, MEDTECH- EXECUTIVE SEARCH



International Service Group  
Location: Cottens /Switzerland  
Office: Route du Rossi 30  
CH-1741 Cottens, Switzerland

Contact Details  
Mobile: +41 79 948 20 78  
Skype-ID: bertrand.de.lavenne

Email: [bertrand.delavenne@isg.com](mailto:bertrand.delavenne@isg.com)  
Web: [www.isg-healthworld.com](http://www.isg-healthworld.com)



Bertrand de Lavenne originally studied Pharmacy at the Université of Nantes in France and holds a doctorate in Pharmacy from Cardiff University. Beside of that, he successfully completed the diverse training courses at Harvard Business School and INSEAD. From his career perspective, Bertrand possesses of more than 20 years of experience as Managing Director of diverse international Pharma-, Biotech- and Medical Devices - companies, where he has been successful in establishing a vision, the motivation and the strategic planning tools in order to accomplish challenging targets and missions. In addition, he has extensive experience on what is needed to engage, inspire and develop people and to encourage continued growth of sales and profitability.

Bertrand shows the necessary skills to manage the diverse networks and stakeholders. Apart from that, he has proven his managerial competence in various Healthcare companies such as Novartis, Abbott and Mylan and is quite familiar with different business models and approaches (from global to local scopes and perspectives) in both, emerging markets (China, Russia, Asia Pacific, North Africa, Latin America) as well as in developed major markets (like for instance: UK, Switzerland, France). Furthermore, Bertrand has led various transitions and transformations due to his strong ability to quickly appraise unfamiliar business contexts in different company cultures and -ecosystems.





# HEALTH CAREER

## CONSULTANT PROFILE

### BERTRAND DE LAVENNE

MANAGING PARTNER - FRANCE

HEALTHCARE-, PHARMA-, BIOTECH-, MEDTECH- EXECUTIVE SEARCH



#### CLIENT FOCUS

- Healthcare private equity and venture capital funds in the range of \$50M to \$500B AUM.
- Global Life Sciences, Biotech, Pharma, Medical Devices/ Diagnostics & Digital Health Transformation.
- Healthcare private Equity and Venture Capital backed companies.
- Privately and public held firms (for-profit) in the range of \$10M to \$500B.
- Start-up, Spin Off's, small-, mid- and large-size enterprises, turn-around operations.
- Multinational Blue chip organizations.

#### BUSINESS FOCUS

- C-Suite & Board Level Search
- Board-Level and CEO appointments
- Senior Vice President and VP roles
- General Management appointments
- Middle Management Appointments
- Senior Directors | Directors
- Specialists
- Engineers
- Scientists

#### INDUSTRY FOCUS

- Health Care
- Medical Devices & Dental
- Pharma & Generics
- Hospitals & Senior Residences
- Medical Diagnostics & Laboratory
- Biotechnology & Life Sciences
- Consumer Healthcare
- Healthcare IT & Bio-Informatics
- Clinical Nutrition, Food & Cosmetics
- Health Insurance & Health Care Finance
- Health Care Consulting Industry
- Chemicals

#### FUNCTIONAL COVERAGE

- Commercial Marketing & Sales | Business Development
- Health Economics & Market Access | Pricing & Reimbursement
- Regulatory Affairs | Quality Management & Safety
- Scientific Research (Biotechnological & Pharmaceutical)
- Preclinical & Clinical Development
- Medical Manufacturing | Production, Prototyping & OEM
- Bioprocessing | Pharmaceutical Engineering & Packaging
- Health Care IT Management | Medical- & Bio-Informatics