



Strategic Consultant - Biotech Expert

Cédric NORAIS

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With over **20 years of experience in management, sales, research and strategic consulting** combined with a solid scientific expertise in biotechnology, I support companies, SMEs, ETIs and innovative startups. My goal is to help them **structure their complex projects**, gain **efficiency** and **succeed in their strategic growth**. I work particularly in the biotech, greentech and new technologies sectors.

My role is to **promote high potential ambitious entrepreneurial projects**.

KEY COMPETENCIES

Entrepreneurial support: Experience in consulting with startups and developing SMEs, particularly on strategic and operational topics.

Scientific and technological evaluation: Expertise in the analysis and support of scientific projects (biotech research and innovation).

Team & project management: Management of scientific teams, strategic management of activity, and management of international projects.

Knowledge of the biotech sector: Recognized expertise in life sciences and biotechnological innovations.

Business development: Structuring commercial offers and sales strategies, prospecting and lead generation.

Business management: planning, organizing, directing and controlling the human, material and financial resources of a company.

Valuation methods: Examination of business plans, market analysis, financial projection, decision-making matrices.

EDUCATION

- 2024 **Club of business creators and takeovers**
Emlyon Business School
- 2016 **MBA**
Emlyon Business School
- 2007 **PhD in Biology**
Paris-Sud University
- 2003 **Master's degree in molecular and cellular biology**
Ecole Normale Supérieure de Lyon

LANGUAGES

- French** Mother tongue
- English** Bilingual (C2)
- Spanish** Basic (A2)

PROFESSIONAL EXPERIENCE

BUSINESS

Since 2024

Ecully
France

Entrepreneur – Strategic Consultant Norais Solutions

Commercial and strategic consulting. Science and technology consulting. Innovation management. Examples of missions: business development for an SME in NMR services - PVD/DLC technology acquisition for a jewelry manufacturer.



2018 - 2024

Charbonnières
France

Sales Support and Application Development Team Manager Promega Corporation

Management of the European team (8 people, coaching, recruitment) and the structure (administration, budget of >1 M€), which includes a biotechnology R&D laboratory.



2017

Villeurbanne
France

Associate Business Development Manager ENZO Life Sciences

Sales development for industrial and clinical customer portfolios. Strategic marketing in Europe for technical product lines.



RESEARCH

2010 - 2015

Palaiseau
France

CNRS/Ecole Polytechnique Chair Ecole polytechnique / CNRS UMR7654

Biochemistry Laboratory of the École Polytechnique



2007 - 2010

Madison - Wi
United States

Molecular Biology Researcher University of Wisconsin-Madison

Department of Biochemistry - Michael M. Cox Team



2003 - 2007

Orsay
France

PhD student Paris-Sud University

Research in molecular genetics and microbiology



TEACHING

Since 2025

Lyon
France

Part-time teacher EM Lyon Business School

Teaching and career coaching.



2018 - 2024

Charbonnières
France

Training Center Manager Promega Corporation

Scientific training for internal and external customers
Technical sales training for internal teams



2010 - 2015

Palaiseau
France

Associate Professor Ecole Polytechnique

Department of Biology
Biochemistry and biotechnology courses



2003 - 2007

Orsay
France

Moniteur Normalien Paris-Sud University

Molecular biology and microbiology courses

