



Cédric NORAIS

Strategic Consultant Biotech & IT Expert

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

Scientific and technological evaluation: Expertise in the analysis and support of scientific projects (biotech research and innovation). Recognized expertise in life sciences and biotechnological innovations.

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

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.

IT systems: Informatic systems installation and maintenance for SMEs.

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 (B1)
- German: Basic (A1)

PROFESSIONAL EXPERIENCE

BUSINESS

Since 2024
Ecully
France

Entrepreneur – Strategic Consultant Norais Solutions & Norais Solutions IT



Commercial and strategic consulting. Science and technology consulting. Innovation management. Interim management. IT support for SMEs.

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.

Madison - WI
United States

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

Emlyon 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