



Andrea Macaluso

Personal Data

Place of Birth: Palestrina
Date of Birth: 03/03/1990
Nationality: Italian

Address

Via Delle Cisterne 6
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a.macaluso@hotmail.it

Education

2017 - 2018

LUISS Business School, Rome, Italy
- Master II Livello in Management dei Prodotti Biomedicali
• Marketing and Selling
• Hospital Clinical Governance & Risk Management
• Accounting
• Economics of Strategy
• SSN and Economy and Management of Healthcare Companies

2017

UCBM Campus Bio-Medico of Rome, Rome, Italy
Bar exam
Industrial Engineering

2015 - 2016

UCBM Campus Bio-Medico of Rome, Rome, Italy
Master Degree in Biomedical Engineering
Thesis: "Caratterizzazione delle proprietà meccaniche di campioni di tessuto osseo spongioso sottoposto a test di compressione"

2009 - 2014

University of Rome Tor Vergata, Rome, Italy
Bachelor Degree in Medical Engineering

Professional Experience

4/2022 – Currently

Horiba Italia Spa
Area manager
• Relations with hospitals and ASL
• Relations with sales distributor
• Presentations and sales of services and products for Analysis Laboratories
• Core Business: Serum Work Area, Molecular Biology, Pre and Post Analytical, POCT, Coagulation, Hematology
• Management of local activities/events in collaboration with customers/stakeholders active in the area of reference
• Reference area: Centre and South Italy
• Rome, Italy

04/2021 – 06/2021

Roche Diagnostics Spa
Customer Manager Associate Private Labs
• Presentations and sales of services and products for Private Analysis Laboratories
• Core Business: Serum Work Area, Molecular Biology, Pre and Post Analytical, POCT, Coagulation, Urine, Hematology and NIPT
• Identification of new business opportunities for existing and potential customers in SWA
• Management of local activities/events in collaboration with customers/stakeholders active in the area of reference
• Reference area: Lazio, Abruzzo, Tuscany (Italy)
Rome, Italy

01/2021 – 04/2021

Assut Europe Spa
Sales Representative
• Relations with Hospitals and ASL
• Presentations and sales of services and products for General Surgery, Vascular Surgery and Proctology
• Technical support in operating room
• Management of local activities/events in collaboration with customers/stakeholders active in the area of reference (Rome)
Rome, Italy

9/2018 – 12/2020

Vitalaire Spa
Sales Representative
• Relations with hospitals and ASL
• Presentations and sales of services and products for home care breathing
• Breathing biomechanics and breathing analysis
• Breath signs monitoring in patients
Rome, Italy

5/2018 - 9/2018

Thuasne Spa
Junior Sales Representative
• Promotion of the Thuasne brand products in the medical class belonging to the Orthopedics and Fisiatria specialties in the public and private structures of the Tuscany region and the province of La Spezia
• Sales of Thuasne brand products to commercial customers belonging to the orthopedic and health channel in the Tuscany region and La Spezia province
• Management of local activities/events in collaboration with customers/stakeholders active in the area of reference
• Management of the most relevant market information for the development of the business in the reference area
Florence, Italy

3/2017 - 5/2017

Kaster Srl
Product Specialist
• Direct sales on healthcare sector
• Technical support to clients
• Technical support in operating room
• Promotional event organization
Rome, Italy

Languages

Italian: C2-Mother Tongue, English: B2, French: A2.

Computer Skills

Pacchetto Office, CRM/Salesforce, Matlab, Solid Work

Additional Information

- Certifications:
 - Ecdl/Icdl Certification
 - Trinity College of London 6^o grade
- Extracurricular Activities:
 - Calcio (dal 1996 ad oggi, attualmente tesserato con la società agonistica del Real Valle Martella)

❖ Autorizzo il trattamento dei dati personali contenuti nel mio curriculum vitae in base all'art. 13 GDPR 679/16.

A handwritten signature in black ink, appearing to be 'Sehalel', with a long horizontal flourish underneath.