



## PERSONAL INFORMATION

Name	<b>STEFANO FREDIANI</b>
Address	<b>VIA PALEOCAPA 25/12, 17100 SAVONA</b>
Telephone	<b>+39 3400503670</b>
E-mail	<b>stefano.frediani@tosoh.com</b>
Nationality	Italy
Birth date	[ 08-11-1960 ]

## WORK EXPERIENCE

### **2007 – now      Tosoh Bioscience**

#### **2012 – now      Tosoh Bioscience**

- **Product Manager Italy HPLC HPLC ( HbA1c and Thalassemia)**
- **Product Expert Molecular Testing (TRC) EMEA**

*Complex selling activities, contract procedures, negotiations and tenders.  
WS/Demo activities, organization and managing on the field.  
Scientific articles promotion.  
Scientific events organization.  
New line/product launching.*

#### **2010-2012      Tosoh Bioscience**

- **Product Manager Molecular Testing (TRC) EMEA**

#### **2007-2010      Tosoh Bioscience**

- **Product Manager Italy HPLC ( HbA1c and Thalassemia)**

**1989-2007                  Abbott**

**2002-2007**

**Product Specialist**

- **Molecular Biology (Microbiology, Genetic diseases, FISH)**

**1998-2002**

**Systems Specialist**

- Total Labs Automation

**1994-1998**

**Product Specialist**

- Immunoassays (Virology, Microbiology, Tumor Markers and Hormones)

**1989-1994**

**Sales Rappresentative**

- Immunoassays (Virology, Microbiology, Tumour Markers, Hormones, Therapeutics  
Drugs Monitoring)

**1988-1989                  Siemens**

**Sales Specialist**

- *[Instruments for X ray Spectrometry and Diffractometry]*

**ADDITIONAL INFORMATION**

**Education**

- Degree in Biological Sciences

**Foreign Language**

- Fluent at English

**Computer Skills and Comptences**

- Outlook Express
- Internet Explorer
- Microsoft Office

Sincerely

Stefano Frediani