

Raphaël Leboucq

Business Development & Key Accounts — Pharma, Biotech, Fine Chemicals, PPE, Contamination Control
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PROFILE

20 years of technical B2B sales, including 15 years developing key accounts in life sciences. A chemist by training (MSc Analytical Chemistry, Polytech'Lille) and a salesman by trade (Master in Management, IAE Lille), I sell technical solutions where mistakes are not an option: cleanrooms, GMP production environments, high chemical-risk workstations.

Specialist in opening markets and segments that were never addressed: building verticals from scratch, winning strategic accounts, reactivating distribution networks. Targets met without conceding on margins.

CORE SKILLS

- Business development: market and segment entry, building verticals from scratch, prospecting, opportunity detection, negotiation, margin protection.
- Key accounts: strategic account management, end users and distributors, account plans, pipeline management, CRM.
- Markets: pharmaceuticals, biotechnology, fine chemicals, food processing, R&D and quality control laboratories.
- Technical expertise: cleanrooms and GMP environments, contamination control, personal protective equipment (PPE), chemical risk assessment, containment.
- Cross-functional: product marketing and targeted campaigns, range management, coordination with marketing, customer service and European management, functional team leadership.

PROFESSIONAL EXPERIENCE

PIP Global Safety — Key End-user Manager Pharma / Fine Chemical / Food

March 2026 – Present | France

- Built the France pharma vertical from scratch, a segment never addressed before, including by Honeywell Safety Products prior to its acquisition by PIP.
- Opened strategic accounts within the global pharma top 10 and fine chemicals: first meetings secured in under 3 months at accounts the group had been targeting for 15 years.
- Reactivated a PPE distributor network built over 12 years in life sciences.
- Deployed KCL chemical risk assessments (370,000 tested molecules) as a technical door-opener with manufacturers.

ASSA ABLOY Opening Solutions — Business Development Manager, Access Control

June 2025 – January 2026 | Hauts-de-France, France

- Developed and managed a portfolio of clients and projects in access control and security solutions.
- Drove business growth through prospecting, opportunity detection and strategic partnerships.

Ansell — 12 years 8 months

May 2011 – December 2023 | Brussels, Belgium (France and Europe scope)

Business Development Manager Life Sciences & Cleanrooms | July 2018 – December 2023

- Full ownership of the life sciences segment: marketing, communication, business development, key end-user and distributor accounts, product management.
- Created sales strategies for selected key end-users to counter pricing objections and defend market share against aggressive competition.
- Worked cross-functionally with marketing, European management, customer service and sales administration.

Sales Specialist Chemical & Pharmaceutical Industries | July 2014 – June 2018

- Exceeded already strong targets by over 30% four fiscal years in a row in the pharma and chemical segments, while maintaining high margins.
- Converted pharmaceutical companies to new synthetic product ranges in a saturated market, reaching 100% of goal.

Key Account Manager Chemical, Pharmaceutical, Machinery & Equipment | May 2011 – June 2014

- Managed and grew a portfolio of major industrial accounts across three long sales-cycle segments.

a1-Safetech AG — Regional Sales Manager

January 2010 – April 2011 | Muttenz, Basel-Country, Switzerland

- Expanded reach across all of northern France in containment solutions for R&D and quality control laboratories: 50% increase in sales.
- Grew the key account base by 60% within 6 months in pharmaceuticals, fine chemicals and petrochemicals, public sector and private companies.
- Implemented sales strategies to counter discount wholesalers and defend premium pricing.

Mettler-Toledo International — Sales Engineer

December 2006 – December 2009 | Viroflay, Île-de-France, France

- Delivered a 15% turnover increase in 2008 in a territory that had suffered from inconsistent service.
- Increased sales by over 20% in the AnaChem range (chemical analysis) year on year.
- Teamed up with the Industry and Retail divisions; functionally managed sales assistants, product managers and technicians.
- Restored business relationships and built customer loyalty with key accounts; ran targeted marketing campaigns on specific product lines.

Musthane — Sales Representative

June 2004 – November 2006 | Willems, Hauts-de-France, France

- Provided flexible solutions for liquid storage, pollution control and pneumatic lifting.
- Managed projects in water decontamination solutions.
- Took part in building marketing and communication strategies.

EDUCATION

- Cornell University — Executive Certificate, Finance (2023-2024)
- University of Helsinki — Certificate, Artificial Intelligence (2024)
- IAE Lille — Master's Degree, Business Administration and Management (2003-2004)
- Polytech'Lille — Master's Degree, Analytical Chemistry (2000-2001)
- University of Lille 1 Sciences and Technology — Bachelor's Degree, Organic Chemistry (1997-2000)

CERTIFICATIONS AND PROFESSIONAL TRAINING

- Consultative Selling Training; Professional Selling Skills
- NIBRT — National Institute for Bioprocessing Research and Training
- Financial Management Certificate; Building AI (Beginner)

LANGUAGES

- French: native
- English: full professional proficiency
- German: elementary