

Dr. Martin F. Albani

Core competencies in Business Development & Management in Asia



Born in Germany, Dr. Martin Albani was brought up in Italy, Egypt, and Germany. With a diploma in chemistry and a PhD in Biochemistry, Martin focused first on the research based healthcare industry (pharmaceutical & medical devices) and then on building new businesses throughout his corporate life.

Martin has gained thorough international business management experience over the past 25 years. Based mainly in Thailand, he developed initially core competence in the healthcare industry in Sri Lanka, Bangladesh, Burma/ Myanmar, Thailand, Vietnam, Cambodia, Laos and Korea. Through his active engagement in Chambers of Commerce and sectoral working groups he acquired expertise in business and trade far beyond the scope of his original industry, in consumer and capital goods and in services.

Dr. Albani held various senior management positions in international companies, served the European Commission in developing and running the European Business Information Centre in Vietnam and the European Chamber of Commerce. He continued his new focus on international development as Senior Technical Adviser for trade promotion and export development with the International Trade Centre, (UNCTAD/ WTO) and UNCTAD-BTFP (BioTrade). Trade and strategy related short term assignments also took him to North Korea (DPRK) and Mongolia.

PhD in Biochemistry

Martin earned his Diploma (MSc) in Chemistry and his PhD in Biochemistry at the Friedrich-Alexander University in Erlangen, Germany. He complemented his education through post graduate courses in business administration at the Management Centre Europe, London & Brussels, and INSEAD, Fontainebleau.

Building Business and Driving Sales

Martin spent 15 years in executive positions with Farmitalia Carlo Erba, including Managing Director Korea and Regional Manager South East Asia. He tripled the business volume in the first five years. - At Indochina Healthcare, applying innovative concepts, Martin developed new businesses in Thailand, Myanmar and Vietnam until 1997, when he engaged in consulting and private business as an entrepreneur.

- ✓ 30 years of professional management experience
- ✓ Broad range industry competence
- ✓ Private and public sector experience
- ✓ In South East Asia since 1984, in executive management positions
- ✓ Results driven with a continual focus on business development

Since 1994, Dr. Albani has a management consulting firm for business-development based in Thailand.

Building Asia-Europe Ties

As Executive Director, Dr. Albani managed the European Business Information Centre, a SME development programme of the European Commission, to help Vietnam integrate into the global economy. His success earned him certificates of recognition from the Ministry of Trade, the Vietnam Chamber of Commerce & Industries and the Peoples Committee of Binh Dinh.

He is now advising public and private sectors on export development, trade promotion, business competitiveness & strategic planning. His new interest as a senior executive with Prosperity Initiative in Vietnam, Laos and Cambodia, centers on securing income opportunities for rural poor and vulnerable households through generating and leveraging private sector investment in value added market chains.

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