

**Cheikh Ahmadou LO**

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**ABILITIES AND PROFESSIONAL EXPERIENCES**

As a PointCare Technologies Inc (a US based Diagnostic company, with headquarter in Boston),Regional Sales Director for West and central Africa, I have a good knowledge of African healthcare settings I have visited most of the West African states (Guinea, Mali, Ivory Coast, Burkina Faso ect...), Northern Africa (Morocco Ouarzazate, Casablanca...), Eastern Africa (Kenya, Lurambi district in Kisumu region, Nairobi, organization of a Care pack HIV testing, CD4 counting,condoms and net distribution and, water filters) with an NGO named Vestergaard ), Southern Africa (South Africa).  
Contact with most of the Health Ministries, researchers and NGOs in the region at the highest Level.

JUNE 2008:

[Training in immunology-hematology and flow cytometry \(Pointcare technologies Inc 181 Cedar Hill Marlborough, Massachussetts, USA\)](#)  
[www.pointcare.net](http://www.pointcare.net)

MAY 2007 :

**PARTICIPANT TO THE:**

[ANLP AFRICAN NUTRITION LEADERSHIP PROGRAM.](#)

[http://www.danoneinstitute.org/nutrition\\_portal/French-Speaking-Africans.php](http://www.danoneinstitute.org/nutrition_portal/French-Speaking-Africans.php)

Food fortification, nutrition advocacy, HIV and Nutrition, nutrition funding, research proposal, scientific communication.  
Danone International Institute  
International Union for Nutrition Sciences (IUNS)  
International Nutrition Foundation (INF)  
United Nations University (Cornell University)  
Wageningen University (Netherlands)

[1 ST CONGRESS OF THE FEDERATION OF AFRICAN NUTRITION SOCIETIES.](#)

<http://www.africanutrition.org/fanus2007/subthemes.html>

[MASTER DEGREE IN SUPPLY CHAIN MANAGEMENT.](#)

Thesis: "Supply Chain improvement": PHARMA case study.

LILLE1 UNIVERSITY (France).

[MASTER ENGINEERING IN CHEMICAL ENGINEERING AND FOOD SCIENCES WITH 1st CLASS HONOURS & CONGRATULATIONS OF THE JURY.](#)

Thesis: « Fluid Bed drying process, installation, optimization, and drying parameters for different mixtures » Production of Amodiaquine (antimalaria), ACT, Terpine codeine, Ferbekod, Phenobarbital...  
Polytechnic School Dakar centre.

[DUT DEGREE IN CHEMICAL ENGINEERING AND FOOD SCIENCES WITH 1st CLASS HONOURS & CONGRATULATIONS OF THE JURY](#)

Thesis : « Quality control in Dairy industries »  
Polytechnic School Dakar centre.

- Member of the FAO's Global Forum on Food Security and nutrition Policies and Strategies FSN  
<http://km.fao.org/fsn/>
- Full Member of the African Graduate Students in nutrition network AGSnet.  
[http://www.unu.edu/capacitybuilding/foodnutrition/agsnet/Cheikh\\_Ahmadou\\_en.htm](http://www.unu.edu/capacitybuilding/foodnutrition/agsnet/Cheikh_Ahmadou_en.htm)
- Full Member of the food engineering researchers network..GP3A  
<http://www.gp3a.auf.org>

[November 2007 : Participant TO THE DAKAR REGIONAL CONGRESS ON FOOD ENGINEERING.](#)

Since June 2008: Regional Director for West and central Africa Pointcare Technologies Inc Marlborough MA USA (Diagnostic company)  
[www.pointcare.net](http://www.pointcare.net)  
flow cytometers, hematology (hematology profile, hemoglobin cc), immunology, HIV diagnostics.

Since 2009: lecturer at Sup DE Co Groupe HEC in Supply Chain Management (1<sup>st</sup> Private university in Senegal)

2006-2008: Associate Consultant of SEMITEC (consultancy).

June-July 2006: Consultancy at SANOFI AVENTIS (IQ and OQ of all the equipment of the Senegalese site)  
Installation of a coating device (Dumoulin) and implementation of a coating process for flagyl with macrogol and hypromellose.

February 2006: Participant to the COSFAM Senegalese committee for food fortification in micronutrients workshop.

August 2005-May 2006: Quality and food technologies Manager at Oasis international.

- Production department management
- Quality and R&D department management
- Procurement and purchasing management

February-June 2005: Project Manager at SANOFI-AVENTIS (pharmaceutical group; second around the world) Dakar site.

Project of installation of a fluid bed dryer.

Qualifications referring to cGMP (current good manufacturing practices)

Installation Qualification.

Operational Qualification

Time – temperature determination of different products and optimization of the fluidization.

Determination of the production standards in direct collaboration with the General Manager M. Mathew CHERIAN.

2004: Project Manager at SPIA (société des produits industriels et agricoles), CALLIOPE France ARYSTA LIFE SCIENCES group.

Making manufacturing orders

Build a flow sheet for the pesticides installations

Developing new analysis systems

June 2002: Trainee at SATREC VITALAIT quality- security department.

Since 08/1997: Management of a farm in Niayes Khayes village (45 km far from dakar) : mangoes (kent, keit, irwin etc.), vegetables (onions : rouge d'ampora, violet de galmy) oranges, poultry, cattle.

## STUDIES PROGRAM

### SUPPLY CHAIN MANAGEMENT

Economics, and laws

Logistics Management

Sourcing, Purchasing, Procurement

Production management and supply chain

Project management

Marketing and BTOB, BTOC etc...

Distribution center management, Supplying

NTIC, COMPUTERIZED DATA INTERCHANGE, E-logistique and transitic Engineering

Quality and security Management

The different quality systems

ISO 9001, 17025, OHSAS.

GLP (good laboratory practices)

FRENCH BPF (bonnes pratiques de fabrication).

GMP (good manufacturing practices).

EUREPGAP, BRC, HACCP, CODEX ALIMENTARIUS standards.

Installation of a quality system

Certification and accreditation with COFRAC.

Seminar in how to use the GMP system in pharmaceutical industries at SANOFI AVENTIS.

Environmental courses.

Waste Management.

Water treatment.

2. Accounting and financial studies.

The ABM and ABC (activities based management/costing).

The BOT Financing model

General accounting.

Establishment of a budget and budget control.

Cost evaluation.

### 3. Project and production Management

The different systems of organization: KANBAN, GANT, PERT (program evaluation review technique), industrial and commercial Plan, production plan, MRP 2 (manufacturing resources planning).

Supply Chain management.

The systems of organization at different levels.

Human resources management.

### 4. Chemical engineering

Solutions Chemistry, Organic Chemistry, Chemical reactors engineering, Chemical engineering operations, thermal transport, bulk flow transport.

### 5. Food engineering

Food industrial engineering, food microbiology, Biochemistry, enzymology, food chemistry, Biological reactors engineering, food technology, Nutrition, Toxicology, molecular Biology (Polymerase Chain Reaction, Boom techniques...).

Technical section

Cold engine, electrotechnic, automation, fluids transport, manufacturing Management.

Computer sciences

Windows and Mac OS hardware and software (XP, vista, leopard, OS X tiger...)

Pack Office, Matlab (mathematic laboratory), C++, ERP (SAP R3, prelude...), Ms Project, EANCOR, Jmol, Rasmol, EU helpdesk, salesforce.com web software for customer relationship management etc...

OTHER

DRIVER LICENCE.