

Dr. Martin F. Albani

Core competencies in Development & Management in Asia



Born in Germany, Martin Albani was brought up in Italy, Egypt, and Germany. With a diploma in chemistry and a PhD in Biochemistry, he entered the field of life sciences (medicines & medical devices) and then concentrated on developing and 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, in sectoral working groups and as an entrepreneur he acquired expertise in fields of business and trade far beyond the scope of his original industry, also 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.

Privately, Martin dedicates time to family, handiworks, water-sports and biking. His intellectual interests are in art & culture, history and science & technology.

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 sciences education through postgraduate courses in business administration at the Management Centre Europe, London & Brussels & INSEAD, Fontainebleau.

Building Business and Driving Sales

Martin spent 15 years in senior executive positions with Farmitalia Carlo Erba, including Managing Director Korea and Regional Manager South East Asia. There 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 with broad range industry competence
- ✓ Private & public/development sector experience
- ✓ In South East Asia in executive management positions since 1984, - Results driven.

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 providing technical assistance to public and private sectors on export development & trade promotion, improving value chains, gender mainstreaming, increasing business competitiveness and developing national and sectoral export strategies. Martin's more recent development work in Vietnam, Laos and Cambodia, centered on securing income opportunities for rural poor and vulnerable households by inducing/leveraging private sector investment in value added market chains.

Martin's foundation is business management & trade, his growing interest and expertise is in truly inclusive sector development through economic empowerment.

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