

LIONEL REICHARDT

HEALTHCARE EXECUTIVE · INNOVATION ·
DIGITAL TRANSFORMATION & AI

Strategy · Partnerships · Business Development ·
Innovation Adoption

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“Turning innovation into a clear, credible and adoptable proposition for the healthcare ecosystem.”

KEY FIGURES

2,1 M€

7C'S cumulative revenue

100+

clients & organizations

2 000+

people trained

29 254

LinkedIn followers

3 354

Morning Routine · 09/10/26

5 076

IAtrogénique × IAtus · 09/10/26

2,38 M

Scoop.it views

EXPERTISE

Strategy · transformation · program
leadership

Innovation · AI · digital health

Partnerships & ecosystems

Business development · startups ·
adoption

Executive education & knowledge
transfer

POSITIONING

Executive leadership · Transformation
· Strategic partnerships · Advisory

Healthcare · Pharma · MedTech ·
HealthTech · Data & AI

PROFILE

Healthcare executive, entrepreneur and advisor with 15+ years in pharma, 3 years in MedTech and 15 years in digital health, innovation and transformation. Founder of 7C'S Health, advising corporates, institutions, MedTech, HealthTech and startups on innovation, partnerships and adoption.

My focus: understand innovation, translate it into business value, bring the right stakeholders together and create the conditions for adoption - combining business acumen, healthcare-system knowledge, executive communication and ecosystem reach.

KEY EXPERIENCE

7C'S HEALTH | 2014 - Present

Founder · Strategy, innovation & healthcare transformation advisory

- ≈ €2.1M cumulative revenue; 100+ clients and organizations supported.
- Engagements for Sanofi, Roche, Novartis, Pfizer, Viatris/Mylan, Ipsen, AbbVie, GERS, OCP, Capgemini, AXELIFE and others.
- Strategy, positioning, partnerships, pitching, visibility, digital transformation and adoption.
- Startup advisory; design and facilitation of conferences, workshops and capability-building programs.

AXELIFE | 2022 - 2024

Director, Public Affairs & Market Access

- Cross-functional leadership for a cardiovascular MedTech: market access, public affairs, marketing, communications, training and partnerships.
- Prepared and pitched award/program applications: Grand Prix Check Up Santé BFM, Prix Galien, Bpifrance / PariSanté Campus and American Hospital of Paris prevention programs.
- Representation at SANTEXPO, Arab Health Dubai and ESC London; healthcare professional training.

15+ YEARS PHARMA · 3 YEARS MEDTECH · 15 YEARS DIGITAL HEALTH

Strategy · Innovation · Partnerships · Transformation · Adoption

PHARMAGEEEK

Digital health & AI thought leadership

- 29,254 LinkedIn followers
- 27,500 professional connections
- Morning Routine: 3,354 subscribers · 09/10/2026
- IAtrogénique × IAtus: 5,076 subscribers · 09/10/2026
- 15 Scoop.it collections
- 61,860 curated items
- 2.38M views · 1.29M visitors

STARTUPS, BOARDS & ECOSYSTEM

SoFIA-Santé — Board of Directors

Medappcare — Executive & Advisory Team

Umanlife — Ethics Committee · Team8 — startup support

TechToMed — Board Member · Club Digital Santé — co-organizer

EDUCATION

Harvard Medical School — 2026 · Certificate — AI in Health Care: From Strategies to Implementation

Institut Léonard de Vinci — MBA, Marketing & E-Commerce · Highest Honors

ESCP-EAP — 3 executive programs: General Management · Sales Management · Supply Chain

ESC Lille — Marketing

LANGUAGES

French — Native

English — Full professional proficiency

Spanish — Elementary

ONLINE

pharmageek.fr

linkedin.com/in/lionelreichardt

scoop.it/u/lionel-reichardt

BUSINESS DEVELOPMENT & OPERATIONS

WELINK.CARE | 2024 - 2025

Business Developer, France

- Built and activated a healthcare ecosystem in France's Grand Est region, engaging hospital, industry and institutional decision-makers.
- Partnership with Metz Regional Hospital; end-to-end design and moderation of a healthcare AI & innovation event.

TAKEDA | 2003 - 2012

Head of Commercial Relations, France & Export

- 7,000 customers, 18,000 orders/year and €24M revenue in direct pharmacy sales.
- AP-HP, UNIHA and hospital tenders; oversight of an ecosystem of ~800 outsourced medical sales representatives.
- French overseas markets: +118% revenue and +128% units between 2006 and 2011.
- Led outsourcing of distribution for high-value products; SAP Supply Chain project; Sarbanes-Oxley referent.

EXECUTIVE EDUCATION & HEALTHCARE AI

MBA DIGITAL MARKETING & BUSINESS — EFAP | 2015 - Present

Lecturer · Former VP & Academic Lead, Health · AI & Data Academic Board

- 200-250 students/year; 2,000+ people trained since 2015.
- Vice-President and Academic Lead for all six cohorts of the Health MBA.
- Digital health, pharma transformation, AI, data, IoT, mHealth, patient empowerment and engagement strategies.

EARLIER EXPERIENCE

CONSEIL MÉDIA SANTÉ — Development Director · 2012-2013

BOUCHARA RECORDATI — Head of Customer Service & Distribution · 2000-2002

Supply chain: 2 plants, 9 subcontractors, 60M units/year; high-volume distribution outsourcing; SAP Supply Chain project; telesales team of up to 12.

SCHERING — Customer Relations France · Marketing Research · 1997-2000

ECOSYSTEMS & INNOVATION

DigiHealthDays · Innovation juries · Conferences & roundtables

Startups · Pitching · Visibility · Partnerships · Adoption

Ecosystem engagement and facilitation in France and internationally through 7C'S Health and Pharmageek.

EXECUTIVE LEADERSHIP · TRANSFORMATION · STRATEGIC PARTNERSHIPS

Advisory · Executive Education · Facilitation via 7C'S Health | lionel@reichardtonline.com