

Dr. Martin F. Albani

Core competencies in Development & Management in Asia



Born in Germany, Martin Albani was brought up in Italy, Egypt, and Germany. His professional career began as a research assistant at university. After earning his Ph.D. in sciences, he entered the health care industry (medicines & medical devices) and concentrated on developing and building new businesses throughout his corporate life.

Martin has gained thorough international business management experience over the past thirty (30+) years. Based mostly in Thailand, he built up regional business management competence in working with/in Bangladesh, Cambodia, Korea, Laos, Myanmar, Sri Lanka, and Vietnam. Through his active engagement in business associations, Chambers of Commerce, in sectoral working groups and as an entrepreneur, he acquired expertise in fields of business and trade well beyond the scope of his original industry, also in consumer and capital goods and in services.

Martin 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), UNCTAD-BTFP (BioTrade), UN-WFP, and the IFC/World Bank Group. Trade and strategy related short-term assignments took him also to North Korea (DPRK), Mongolia and Zimbabwe.

Privately, Martin dedicates time to family, craftsmanship, water-sports and biking. His intellectual interests are in arts & culture, environment, and science & technology.

Ph.D. in Natural Sciences (Dr. rer. nat.)

Martin holds a Diploma (Dipl. Chem.) in Chemistry and a Ph.D. in Biochemistry from 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, and INSEAD, Fontainebleau.

He is keeping up-to-date through online studies (edX) of economic development, entrepreneurship, environment, citizen engagement, and social psychology.

Building Business and Driving Sales

In Asia, Martin worked since 1984 in senior executive positions with Farmitalia Carlo Erba, including Managing Director Korea and Regional Manager, Thailand. 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 started individual consulting and private businesses 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, Martin 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 government and industry institutions on national and provincial levels.

Value Chains, Trade Development, Export Promotion

Martin 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 development work in Vietnam, Laos and Cambodia, centered on securing income opportunities for rural poor and vulnerable households by inducing and leveraging private sector investment in value added market chains. From 2011 to 2016, he focused with IFC successfully on Cambodia's rice sector transformation and conducted for the UN-WFP landscape analysis for rice fortification in Laos, Sri Lanka, Bhutan and Nepal. The success of Cambodia's rice sector transformation can be attributed to value addition through consequent export market driven improvements of the value chain at levels of production (seeds and rice farming as such), levels of processing (technology, quality and food safety), and of trading (export development, promotion, and branding).

Martin's foundation is business management. His growing interest and expertise is in inclusive sector development, improving value chains, and economic empowerment.

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