



Adlane BELOUAM

Strategic and results-driven R&D executive with 20+ years of experience in biotechnology, product innovation and animal nutrition. Adept at leading cross-functional teams, scaling R&D processes from concept to commercialization, and aligning technical projects with business objectives. Proven track record in optimizing operations, managing multimillion-euro budgets, and driving stakeholder engagement to achieve high-impact outcomes.

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EXPERIENCE PROFESSIONELLE

Research & Product Development director

Inoiatech (Aug 2023 to Present)

- Managed and developed key accounts, driving sales growth and promoting tailored feed additive solutions.
- Delivered technical support and troubleshooting to optimize product use and customer satisfaction.
- Conducted training sessions and presentations for clients and teams to ensure effective product application.

Consultant additives and agrifood

Freelance (Apr 2022 to Aug 2023)

- Value Co-Creation: Provided technical solution concepts and quality control services for Agrifood and feed additives plants, partnering with journey stakeholders to remove roadblocks in production and quality.
- Deep Disease Area Knowledge: Created several new nutritional solution specialties, particularly in poultry and aquaculture, demonstrating a deep understanding of related treatments and inputs.

North Africa Consultant

Devenish (Jan 2021 to Apr 2022)

- Developed distributor networks and business partnerships across North Africa..
- Establishment of the distribution network in Algeria, Morocco and Tunisia
- Managed registration processes and conducted market access studies through north African countries.

Technical director / Product Innovation Manager

Lactamel (Jan 2020 to Apr 2021)

- Oversaw quality management and product innovation.
- Led the implementation of internal QMS and handled customer quality issues.
- Support sales increase and customer complaints management

North Africa Sales Manager (Animal Nutrition)

ADDiCAN (Feb 2019 to Jan 2020)

- Oversaw quality management and product innovation.
- Led the implementation of internal QMS and handled customer quality issues.
- Support sales increase and customer complaints management

Sales & Marketing Director

Soprovitam (Mar 2018 to Jan 2019)

- Supervise Sales team
- Elevating premix market share from 15% to 25%.
- Spearheaded sales team training, executed marketing strategies

Technical Director Project Manager

DiamGrain (Mar 2017 to Mar Feb 2018)

- Develop the feed additives market and manage premix and feed formulations, set up a new premix plant
- Supervise the collaboration and relationship with the partner companies (Novus, Aliphos, Nuscience, DSM)
- Train and lead technical sales force, provide external technical consultancy

Country Nutrition & Feed Additive Specialist

Elanco (Feb 2005 to Mar 2017)

- Managed and developed key accounts CRM and SAM , driving sales growth and promoting feed additives.
- Delivered technical support and troubleshooting to optimize product use and customer satisfaction QMS.
- Conducted training sessions CSS and presentations for clients and teams to ensure effective product application



EDUCATION

Master of Science in Animal Nutrition

Hadj Lakhdar University-Blatna1 (2019 - 2021)

Agri Business management Diploma

Ministry of Agriculture (2003)

Engineer in Agricultural Sciences (Animal Production)

Hadj Lakhdar University-Blatna1 (1995- 2001)

International Corporate, Workshops and Masterclass Certifications

EPS - CRM - SAM - CSS - GTY - QMS - Nuti FS (2005-2025)

TECHNICAL SKILLS

- Leadership & Strategy: Team leadership (15 to 25 people), strategic R&D planning, stakeholder engagement.
- Technical Expertise: Process optimization, by-product valorization, feed formulation, enzyme applications, Poultry nutrition, Flocks control.
- Project Management: Budget management (200k€ - 2M€), resource allocation, regulatory compliance.
- Data-Driven Decision Making: KPI development, Data statistical analysis (SAS, Excel).
- Communication: Technical presentations, scientific writing, marketing and cross-functional collaboration.
- Quality control and Internal Audit HACCP, GMP & ISO
- Customer relations and Market Research
- Strategy Development and Business Plans

PERSONAL SKILLS

- Strong communication skills – able to listen, persuade, and build lasting client relationships.
- Customer-oriented mindset – understand strategic needs and anticipate client expectations.
- Analytical thinking – interpret data and develop tailored business solutions.
- Leadership and influence – unite internal teams around client goals and shared success.
- Resilience and proactivity – stay focused under pressure and seize growth opportunities.

PERSONAL



Nationality

Algerian



Date of Birth

1978 (47 years)

LANGUAGES



Arabic

Native or Bilingual Proficiency



English (US/UK)

Full Working Proficiency



French

Bilingual Proficiency



German

Basic communication

HOBBIES



Gardening



Traveling