

“Sanofi has been with me every step of the way on my 21-year journey, just like they are for people on their individual health journeys.”

THIS IS MY SANOFI. DISCOVER YOURS.



IN A CONVERSATION WITH MR. HAISSAM CHRAITEH

GENERAL MANAGER OF SANOFI INDOCHINA & COUNTRY CHAIR OF CHINA & EM IN VIETNAM

Mr. Haissam Chraiteh, a very tall, talented and experienced leader, has just joined Sanofi Indochina from Sanofi Algeria in September. He brings more than 21 years of experience in a complex, fast moving and unpredictable business environments. Via several General Managers positions in Africa and Eurasia, he has led Sanofi affiliates and his teams to unite as one Sanofi, to overcome challenges and to achieve outstanding business results.

Let's join us in a short conversation with Haissam to understand more about him.

WHAT MADE YOU JOIN SANOFI INDOCHINA?

I have heard about Vietnam, a charming country with welcoming people, a lot of beautiful attractions and good food. Besides, Sanofi Vietnam has a unique legacy and a very strong footprint in the market. Over the past 50 years, Sanofi Vietnam has contributed a lot to healthcare industry via manufacturing capability, scientific trainings and seminars to healthcare professionals, innovative solutions that we bring to patients, corporate social responsibilities programs etc. The good momentum that we have built and the great things that Vietnam offers as a country inspired and excited me to join the team here. And it is not just for me. When I told my kids that we would move to another beautiful country in Asia, Vietnam, they got very excited for new experiences. So, I think I am lucky to have such opportunities to come to Vietnam.

HOW WAS YOUR FIRST FEW WEEKS?

Coming to Vietnam from Algeria, a country in North Africa, I and my family feel amazed by the energy of this country and the youth of the population. Ho Chi Minh City is a place with a continuous life and full of colors, especially at nights. This is such a bright destination we would love to stay.

We are very delighted to have received great support from the team here. They are very welcoming and supportive. They have provided us great help not just for my professional settlement but also for my family's geographic transition. Besides, they really thrive on the culture of trust and responsibility by demonstrating their great passion and dedication for what they are doing every day.

Finally, I was lucky to be part of some important milestones for Sanofi Indochina such as our ceremony to celebrate Sanofi receiving direct importation license, a launching event for an optimized treatment solution for Bipolar disorders and an advanced training program for treatment of diabetes at Cho Ray hospital. I felt proud that Sanofi Vietnam has put their effort into actions to deliver our commitment of empowering life of Vietnamese people.

My first few weeks were busy but exciting. I will keep expanding my horizons, learning new skills and I am keen to support the people around me in doing the same. Hopefully we will enjoy working with each other.

21 YEARS IS A LONG JOURNEY. WHAT CAN YOU COMMENT ABOUT YOUR JOURNEY WITH SANOFI?

There were truly great transversal opportunities for me to move across different parts of the organization. And I have been fortunate to have such fulfilling experiences with Sanofi.

After graduating as a Doctor in Pharmacy, I followed my passion for working in the pharmaceutical industry. I joined Sanofi in 1998 as a Commercial manager for hospital and public sector – Middle East region. After that, I moved to Algeria and took on various positions in marketing, sales, commercial operations and supply chain across different geographies.

After a few years, I moved to Morocco and assumed a new role as a General Manager of Maphar in Morocco. In 2011, I moved to Kazakhstan to lead the Central Asia & Caucasus organization and in September 2013, I moved back to Morocco as General Manager across activities. In 2016, I was appointed as a Country Chair and General Manager for Algeria.

There were learning curves for me and there was no shortcut to the top. What I did were maintaining my focus, bringing my own values to the position from the start, and taking responsibility for my personal development. When working for a company where you are supported with plenty of opportunities like Sanofi, you just need to take the leap. I just kept learning and growing every day. The company has been with me every step of the way on my professional journey, just like they are for people on their individual health journeys.

WHAT ARE YOUR PRIORITIES FOR THE FIRST THREE MONTHS?

I would love to get connected to the team here. Vietnamese people are very friendly and helpful, so are my colleagues. Getting to know more about their scopes and personalities stays on top of my check list. At the same time, I would need their help to teach me some cultural differences so that I can understand more about the local culture, customs and etiquette.

I, my wife and two sons still have some more work to do to fully settle in this beautiful country. Things like getting some paper work done, getting adapted to our new environment and supporting my children in their new school are the current projects that our family are working on. And we are doing well as a team.

Finally, getting to understand the market context is another thing that I need great support from our local team here.

WHAT WOULD YOU LOVE TO DO IN YOUR FREE TIME?

I and my family will definitely travel to other parts of your country. I have some places in my mind such as Hanoi, Hoi An, Nha Trang etc....! I saw wonderful pictures on the Internet, and we cannot wait to visit these famous locations. In free time, we just want to go out to enjoy the vibrant vibe that Ho Chi Minh city offers. This city is full of energy and enthusiasm. And we really love this alive atmosphere.