

ANTONIO GUGLIEMELLI

Address Via F. Lampertico, 11 00191 Rome, Italy
Phone +39.335.7816506

Mail antonioguglielmelli@yahoo.com
Country Italy
Birth date 04/ 29 /1963

QUICK PROFESSIONAL PROFILE

- **Business executive with 25 ys of experience in Lifescience, covering different operational and strategic roles in: Pharmaceuticals, Dermocosmetics, Nutraceuticals and even Non Profit Organizations, in both domestic and global environment.**
- **Achieved consistent P&L results in both niche and large markets with a constant customer-centric attitude**
- **Global distribution networks and proven BD skills: business Alliances, partnerships and agreements**
- **Ability to affirm start-up organizations, even with limited promotional budgets thanks to a strong entrepreneurial attitude, combined with the background of the big pharmas' structure**
- **High standard people performance management: continual tension to the organizational excellence coupled with inspirational HR management**
- **Ability to establish open and fruitful cooperation with key stakeholders and influencers**

PROFESSIONAL EXPERIENCE

- Date (from– to) June 2019 - Present
- Company **HEALTH PHARMA SPA**
- Job title **President and CEO**

Part of Health Italia Group, listed in Milan Stock Market (AIM segment), Health Pharma is a biotech Company whose focus is on collagen deficiencies. That involves bone, skin, vessels and GI pathologies, ranging from simple ageing to neurodegenerative and rare diseases.

Clinical and Regulatory responsibilities: Health Pharma wants to shift for some pathological conditions the concept of symptomatic therapy to a precision approach, targeting the underlying cause and using the most physiological approach. In this area I am taking care of:

- Clinical development of a novel solution to fight several dyspeptic conditions of the upper GI tract.
- Pharmacological and clinical development of revolutionary method of administration of molecules into the lower GI tract, potentially helpful in the treatment of chronic inflammatory diseases.

Business Responsibilities: I own full P&L and BD responsibility, including non-ordinary M&A projects, also thanks to a Health Italia power to support acquisitions.

Other responsibilities:

-To fuel the market access of all kind of products ranging from cosmeceuticals to food supplements, and from medical devices to pharma products

-To facilitate the aggregation of other Health Italia Companies into a new Healthcare cluster to be listed in Milan stock market

-To support Health Italia Group CEO in all kind of activities instrumental to value generation for the Group, including some important cross-fertilizations among different Companies, lying into the same Healthcare field

- To consider charity as an additional mission: we support 'The Bank of visits' a Charity Foundation which provides free access to healthcare for people who cannot afford it

-To stay within the perimeter of an environmental and social sustainability for the Company I am serving for, sticking to a Group common goal of being an innovative, environmentally friendly and lean Company

-
- Date (from– to) May 2017 – May 2019
 - Company **BIOMEDICA FOSCAMA SPA**
 - Job title **COO - Vice President**

Responsible of Global Business Operation; current products belong to therapeutic areas of **I.M./Metabolic, CNS, Oncology.**

He leads sales, marketing, business development, purchasing, logistic, Pharmacovigilance, Medical and External affairs.

He is BFG leader of a mixed team with **Cerus Corporation (USA)**. This year is ongoing the CE mark request submission for a **new Medical device** which inactivates pathogens in the transfusion blood (RBC bags)

-
- Date (from– to) 2015-2017
 - Company **NOREVA ITALIA**
 - Job title **General Manager**

Created the Italian Subsidiary of NOREVA Labs.

Built a stable organization of employees and agents (Medical reps and pharmacy agents).

Noreva products: **Dermo cosmetic, OTC and Food supplement.**

Ensured compliance, structured subsidiary HR policies; created distribution infrastructures; implemented a new platform of automated order processing.

Built reputation and solid Company image at all stakeholders' level. Aligned the staff leadership and external sales force behaviors to an ethical approach, while focusing on operating income and limiting inefficiencies. Ensured marketing and sales plans being fully integrated and budget sensitive. Rewarded operational excellence, shared the best practices. Fostered a constructive atmosphere within the company, encouraging teamwork and continual training

- Date (from– to) 2011 - 2014
- Company **IDI Farmaceutici**
- Job title **Executive Director**

Full sales management: Domestic, International sales and distribution agreement deals, National deals with MSD and Polifarma (retail distribution and Third-Party Promotion).

Therapeutic areas: Dermatology and Cosmeceuticals.

Sales from third party production (local manufacturing for TEVA, Visupharma, Intendis)

Responsible of business development and new products internal R&D coordinating dermo cosmetic formulators

Created a new **Onco-dermatological supportive care Business Unit**, focused on the damages generated by the **'Targeted onco-therapies' (monoclonal antibodies)**, in certain types of Breast, Neck, Head and Lung cancers.

Coordination of the autologous skin cell transplant Unit (pre-marketing phase of a Class 3 MD)

Coordination of a cross functional team of professionals (IRCCS scientists and IDI Dermatological hospital clinicians) to foster R&D of new drugs and dermatological adjuvants.

Started the In-licensing process of a new product for **Actinic Keratoses**.

- Date (from-to): 2008 - 2011
- Company: **Woman Care Global LLC – London, UK**
- Job description: **Regional Sales Director EMEA & JANZ**

Full P&L accountability of EMENA & JANZ Region, reporting to Global Vice President, Sales and Marketing. Global Distributors management and KOL management in Women Health area.

Strategic and operational support for new products launches and for headquarters international strategies of the Board of Directors. Business development, out/in licensing

- Date (from-to) 2004 - 2007
- Company **Merck Sharp & Dohme Spa – Italy**
- Job description **Sales Director Internal medicine
Business Unit**

Creation of a new sales unit: recruiting, sizing, alignment, based on market/customers' segmentation
Constantly achieved P&L targets

Member of internal task forces of Sales and Marketing Excellence. Member of 6-Sigma project *PPG Improvement and Sales Training Excellence*

- Date (from-to) 2001 - 2004
- Company **Merck Sharp & Dohme Spa – Italy**
- Job description **Senior Marketing Manager**

VIOXX (COX-2 Inhibitors) Marketing.

International Award of Excellence from Merck Global Marketing for the best marketing strategy (planning and execution)

- Date (from-to) 1999-2000
- Company **Merck & Co Whitehouse Station NJ, USA**
- Job description **EMEA Marketing Migraine**

Responsible of **E.M.T. Strategic Marketing** for Rizatriptan (Maxalt)

Preparation presentation and defense of **two Statements of Interest (S.O.I.)** to achieve new **indications and/or patent extension in migraine prophylaxis.**

Adj Member of Worldwide Business Strategy Team (WBST) for global competitive assessments

Yr. 2000 Award for the Statement of Interest approval from Merck CEO

-
- Date (from-to) 1996-1998
 - Company **Merck Sharp & Dohme Spa – Italy**
 - Job description **PM Singulair Pediatrico**
-

- Date (from-to) 1995 – 1996
- Name **Neopharmed SPA - Rome, Italy**
- Job description **Sales rep**

EDUCATION

- bachelor's degree in veterinary medicine
- Specialized in GI surgery of companion animals

High School Diploma achieved at F. Denza Institute of Naples (Italy)

LANGUAGES

- Italian -English - Spanish

TRAINING COURSES and PROGRAMS ATTENDED

1. MBA (*Management Center Europe*)
2. MARKET ACCESS (*Italy*)
3. FINANCE FOR NON-FINANCIAL MANAGERS (*Management Center Europe*)
4. STRATEGIC PHARMACEUTICAL SALES FORCE MANAGEMENT (*Management Center Europe*)
5. LEADERSHIP DEVELOPMENT PROGRAM
6. SELECTION, COACHING AND COUNSELLING
7. EXCELLENCE IN RESOURCE ALLOCATION
8. TALENT DEVELOPMENT CENTRE
9. PROJECT MANAGEMENT
10. LEADERSHIP & INFLUENCE
11. COMPETITIVE STRATEGIC THINKING (*Management Center Europe*)
12. BUSINESS FINANCIAL MANAGEMENT (*Merck Training Centre U.S.A.*)
13. PROBLEM SOLVING/DECISION MAKING
14. COMMUNICATION WORKSHOP
15. ASSERTIVE COMMUNICATION (*Merck Training Centre U.S.A.*)
16. HIGH IMPACT COMMUNICATION
17. FACILITATIVE LEADERSHIP 1 & 2 (*Management Center Europe*)
18. PROFESSIONAL LEADERSHIP
19. LEADING TEAMS
20. SIX SIGMA