



PERSONAL

Name Marco FILIPPINI

Address via Sempione 19
I-20020 Arese - Milano

Phone 0039 3357233178

Nationality Italian

Place and date of birth Bollate (Milan) April, 11th 1962

PROFESSIONAL EXPERIENCES

Jan 2008 - Now

Job Title

**SOUTHERN EUROPE (Italy, Spain, Portugal, Greece & Turkey)
GENERAL MANAGER . Member of Board of Directors.**

Job Responsibilities:

- Drive and increase Southern Europe penetration of Mundipharma
- Open new business opportunities in countries in which there is no direct presence as independent associate (Portugal, Greece, Turkey)
- Open the South Africa Associate

Job Title - GENERAL MANAGER

Job Responsibilities:

Jan 2004 - Dec 2007

**Mundipharma
Pharmaceuticals s.r.l.**

- Start and drive the Italian associate

Budget and Results:

- MsContin takeover from Viatrix
- Registrations and Pricing of all the brands in our Pipeline (in order OxyContin, Depocyte, Lodotra, Targin and Levact)
- START UP of Italian Associate
- More than 100 PSR and Internal Staff Recruited
- 2012 Results: TOP LINE sales of more 42 million €
- Ims RESULTS (Nov 2012) E.I 151 ; +42,9%



Nov 2002 – Dec 2003 **Job Title – Business Unit Director REMICADE (AntiTNF)**
Schering–Plough S.p.A.

Job Responsibilities:

- Reach the contribution requested from S–P in non priority order
- Define strategies to drive the business
- Counteract competition
- Develop a strong team of workers at each level (sales marketing and Medical Affairs)

Dec 2002 – Nov 2002 **Job title : National Sales Manager (Primary Care)**

Job Responsibilities:

- Manage the Primary Care Sales Force built up by 16 Area managers and 250 Sales Reps
- Expand the market and gain higher market shares
- Counteract with competitors, maximise our product potential and reach sales target

Mar 1998 – Dec 2000 **Job title : Marketing Manager Open Care**
Essex – S.Plough S.p.A.

Key Responsibilities:

- As Marketing Manager of the Company's Dermatological – Allergic Line (brands followed: CLARITYN, NASONEX and ELOCON), which represents an annual turnover of 40 million US \$, my responsibilities include co-ordinating the work of two Product Managers and one Assistant and reporting back to the General Manager.

Adis International Ltd A top International publisher of the Wolter Klewes Group

July 1995 – Feb 1998 **Job title : Business Development Director**

Key Responsibilities:

- Develop Business Unit the most important Pharmaceutical Companies, setting up customised projects for the development of their products.
- The development of projects involved regular and direct contact with national and international opinion leaders in different medical fields.



Curriculum Vitae

Roussel Pharma S.p.A. A company belonging to the HMR group with an annual turnover of 70 million US \$. The company works mainly in the cardiovascular, antibiotic and peripheral vascular areas.
The Hoechst Group

Sep 1990 - June 1995 **Job Title - Product Manager and International PM**

Glaxo Allen S.p.A.

Dec 1989 - Aug 1990 **Job Title - Junior Product Manager**

Dec 1988 - Nov 1989 **Job Title - Scientific Sales Representative**
Milan North West

Bonomelli S.p.A.

Sep 1987 - Nov 1988 **Job title - Scientific Sales Representative**
In the North West of Milan

