

CURRICULUM VITAE
Dr NORA GEDEON

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Work experience in summary

I have been working 20 years in clinical research, the last 4 years, I supported as a contractor Biotech companies with project management, outsourcing and contracting activities, like RFI -, RFP processes, budget reviews, contract and change order negotiations (incl investigator contract review), **project management** (oversight) and financial controls of running projects.

Before this carrier period, I worked on the service provider side in account management and business development. I co-created and reviewed over a thousand solution proposals and clinical study budgets and led global teams in the proposal phase and bid defence meetings. I worked with small biotech companies, co-generated new operational and pricing models for this market segment and supported the planning of the clinical start of different compounds.

Account management of (big) Pharma companies also belongs to my experience; I established strategic relationships and supported the creation of governance structures.

I have established two CRO affiliates with work processes, hired, trained and led operational teams and admin personnel. I managed clinical trials as a project leader.

In details:

03 2020 - Present: self-employed Business Consultant Clinical Outsourcing, offering hands-on support with CRO / vendor selection, contracting, vendor management to Biotech and Pharma companies and project oversight activities.

Since Dec 2022 I am involved directly in project management and team oversight activities. Since December 2022, promoting the development of Promental Health project (developing a kit for blood testing for the diagnosis of the Alzheimer's Disease). Preparing the establishment of a spin off company.

12-2016 - 03-2020: Syneos Health (legacy inVentiv Health) – home-based

Senior Strategic Account Director

- Worked with Pharma and Biotech companies to identify and plan a solution for their challenges in R&D
- Worked with CRO operational teams on solutions, clinical study cost proposals for big pharma and biotech companies

03-2014 -

11-2016: QPS LLC

Director, Business Development

- Worked on the R&D needs of Biotech and Pharma companies

- Co-operated with PK experts, scientists to offer solutions to early phase Biotech clients

01-2010 -

02-2014 Quintiles - based in Vienna.

Director, Global Sales (Outstanding Sales Performance, High Flyers Club, Participant of the CEO Round Table)

- Led and managed of RFIs, RFPs, CRO partner selection processes on provider side
- Built bid defence teams and led bid defence and partnering meetings
- Supported and actively participated in governance meetings

08-2007 to 12-2009 – Averion International - Hungary/Austria

Business Development Manager

Country Manager

- Founded Averion Limited in Hungary as an affiliate of Averion International (function: managing director)
- Successfully built an office: hired a team and ran clinical studies with the team within budget and tight timelines, contracted investigators for study conduct

10-2001 to 03-2007 – Imform GmbH (Premier Research) –Germany / Austria / Hungary

Clinical Project Manager // Country & Regional Manager

- People management in Austria, Hungary, Poland -
- Project management/Clinical management in the field of following TAs: Hypertension, Antibiotics, Growth Hormone, IDDM, Pancreatic cancer, Cystic Fibrosis
- Clinical Research Associate - TAs: Hypertension, Antibiotics

07-2000 to 09-2001 - Wörwag Pharma – Germany

Scientific Associate, Regulatory Department

Education

01 2008 Jurist (Dr Jur.) Janus Pannonius Scientific University

06 2000 Pharmacist (M.Sc.) Semmelweis Medical University of Budapest

Language Skills

German (Fluent), English (working proficiency), mother tongue Hungarian

Personal Achievements: I do sport: numerous marathons, 70.3 Austria (triathlon), several ultra-distances and 2x 125km runs

July 2024

Dr Nora Gedeon