

CURRICULUM VITAE Dr. Nora Gedeon

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Marital status: married (2 children:16, 14)

Nationality: Austrian



Work experience in summary

I have been working 18 years in clinical research, over 14 years customer-facing roles, I co-created and reviewed over thousand solution proposals and clinical study budgets, led global teams in the proposal phase and bid defence meetings. I also worked with small biotech companies, co-generated new operational and pricing models for this segment of the market, supported the planning of the clinical start of different compounds.

I achieved sales targets above 50M Euros by selling full service and functional resourcing services, in all phases of clinical development, held a vast number of capability and strategic solution presentations. Account management of (big) Pharma companies belongs also 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 personal.

In details:

Present: self-employed Business Consultant, Co-founder of the EverGoal KG (startup)

Business Consultant, offering CRO / vendor selection support to Biotech and Pharma companies.

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

Senior Strategic Account Director

- Account development with existing accounts, built new client relationships
- Worked with operational teams on solutions for big pharma and biotech companies
- Responsible for meeting full service and FSP sales targets individually and in team
- Clients across Europe: CH, UK, Germany, BENELUX.

03-2014 - 11-2016: QPS LLC

Director, Business Development

- Set up the BD infrastructure for selling full service related to phase 2 to 4 studies and the proposal & budgeting process
- Introduced QPS to the Israeli market, worked mainly with biotech companies, finding solutions for their clinical development needs in phase 1 to 3.
- Co-operated with PK experts, scientist to offer solutions to early phase client
- Territory Europe & Israel (+ some US accounts)

01-2010 - 02-2014: Quintiles - based in Vienna.

Director, Global Sales

I accomplished the following:

- Achieved and overachieved my targets of 50+M by selling full service and partly also functional resourcing services (highest award 150M and sole provider ship)
- Account & relationship development

- Initiated new co-operations
- Led and managed of RFIs, RFPs, CRO partner selection processes
- Built bid defence teams and led bid defence and partnering meetings
- Supported and actively participated in governance meetings
- Territory Germany, Austria, (CH), Central Europe and Israel
- Successes: Top 10 sales club member in 2013 (2nd best globally), Participant of the CEO sales roundtable discussion in 2013.

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 small 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.) Scientific University of Pécs

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

Language Skills:

Mother tongue: Hungarian. Other languages: German (Fluent), English (Fluent)

Personal Achievements: numerous marathons, 70.3 Austria, 2x 125km run

Dr. Nora Gedeon, Sep 2020