

# VINCENZO MAGLIONE



## ***PROFESSIONAL EXPERIENCES***

**Board Member & President, European Operations – L-Nutra, INC. from 2015**

**Akademy Pharma Founder, October 2014**

**Key achievement:** *Licensing to Merck (MSD) of its first product developed (AkP01-LopiGLIK®).*

**C.O.O. & Managing Director from August 2007 – Rottapharm | Madaus Group  
General Manager from August 2001 – Rottapharm SpA**

**Key achievement:** *Acquisition & merging of PSN in 2004 (a. 70M€); acquisition & merging of MADAUS (250M€ turnover) in 2007; Bond issue (400M€) in 2013; IPO in 2014 than pull-out due to the sales to Meda for 3,1BnUS\$ (a.17x EBITDA).*

**Vice General Manager from March 2000 – Knoll Farmaceutici SpA (BASF Group)**

**Sales Manager & Marketing/Medical Coordinator from 1999 – Knoll Farmaceutici SpA**

**Sales Manager from 1998 – Knoll Farmaceutici SpA**

**Marketing Manager CV & Metabolism from 1996 – Knoll Farmaceutici SpA**

**Marketing Manager Cardiovascular from December 1992 – Knoll Farmaceutici SpA**

**Group Product Manager from 1991 – Parke Davis SpA (Warner-Lambert Group)**

**Senior Product Manager from 1989 – Parke Davis SpA (Warner-Lambert Group)**

**Product and Trainer Manager from 1988 – Zambon Group SpA**

**Sales Rep from 1987 – Zambon Group SpA**

## ***EDUCATION AND QUALIFICATIONS***

- **Degree in Pharmacy** – First class degree with laude, University of Naples.
- **Registered as Pharmacy**
- **Master in Lipids (Mayo Clinic)**
- **MBA (BBS)**
- Contract Professor at the University of Pharmacy in Naples 2004-2005
- Member of the "Giunta Farmindustria" from 2009
- Treasurer of Farmindustria from 2013
- Member of the Farmindustria Board in Spain from 2013
- Member of the "Giunta Cosmetica Italia (ex Unipro)" from 2002
- President of the GCF of Cosmetica Italia from 2011 to December 2014
- Vice President of Cosmetica Italia from 2014
- SiNut co-founder (Società Italiana Nutraceutici) 2009
- Board member of L-Nutra,INC. (CA-USA) 2015

## ***LANGUAGES***

- **English: fluent**
- **Spanish: business knowledge**
- **French: business knowledge**

## ***COURSES***

- Product Manager, basic and advanced, courses – WINCH
- Hospital Sales – Selefarma
- CV Risk Factors Up-to-date-Mayo Clinic
- Manufacturing Resource Planning II - COM Metodi
- Time Manager – SUMMIT
- Human Resources Management - Warner Lambert
- Presentation Skills - Warner Lambert
- Presentation Skills – Winch
- Human Resources Management (I and II training) – BASF
- Communication skills – BASF
- Pharmacoconomy Course – BASF
- P.Koetler Seminar on marketing – IEM
- General Management Course– BASF
- MBA for top Managers - BASF
- Total Quality Management & ISO

*Autorizzo il trattamento dei miei dati ai fini della Legge sulla Privacy N°196/2003*