

Curriculum Vitae

MARIANGELA AMOROSO, MD***Country Medical Lead-Italy, Sanofi******Summary***

Performing the role of Senior Manager Scientific & Medical Affairs with 20 years' experience in the pharmaceutical industry as medical director at country and regional levels preceded by 7 years as a physician with large experience of clinical management and organization of clinical research.

Consistently demonstrating strengths in leading strategically, successfully motivating and managing people, developing a strong reputation for collaboration across functions, direct communication and driving high performance.

Therapeutic expertise includes Virology (HIV, Hepatitis), Immunoscience (Rheumatoid Arthritis, Transplantation, Atopic Dermatitis, Asthma), CNS (Bipolar Disorders, Major Depression, Schizophrenia), Ophthalmology, Medical Aesthetics, Neurology (Chronic Migraine, Neurospasticity, Multiple Sclerosis), Urology, Gastroenterology (HP eradication and IBS), Rare Disease, Oncology and Gynecology.

Key Qualities

- Experience in building and managing cross-cultural teams
- Ability to create effective working relationships between Medical, Marketing and Regulatory/Access
- Working in changing, multinational and matrix environment
- Ability to design and manage clinical trials across different phases of development
- Able to contribute to medical publications and presentations
- Budgeting, aligning local and regional plans, and reporting
- Knowledge of pricing issues related to key EU countries
- Knowledge of Expert Physicians across Europe

Professional Profile

Sept 2021 –at present Sanofi Milan, Italy

Country Medical Lead Italy

Italy: Managed 110 people of Medical Affairs team

Key responsibilities:

Medical Director in Italy: Ensure that country medical heads and functional teams are aligned with all cross-functional medical issues. Coordinates across country business units and functions. Talent Management. Ensure common understanding and consistency of processes and tools across business units. Represents an unified medical voice across business units and functions on country leadership teams and for key medical/scientific external partnership at country level. Proposes priorities and goals for country medical team.

Assure the finalization of the medical activities, sharing medical expertise of functional areas in compliance with law, ethical and scientific principles, and Company strategy. Promote, develop, and maintain scientific and medical relationships, towards KOL and Public Health Bodies. Increase scientific credibility and ethical image of the Company facilitating and encouraging company strategy.

June 2020–Ago 2021 AbbVie Rome, Italy

Medical Director Italy

Italy: Managed a Team of 5 Medical Science Liasons, each of them responsible of Eye Care, Medical Aesthetics, Neurology (Chronic Migraine, Neurospasticity), Urology, Gastroenterology. **1 Associate Medical Director** of Eye Care **1 Medical Advisor** Crossportfolio responsible.

Key responsibilities:

Medical Director in Italy: Responsible of the Companies Integration for Medical Team at local and international levels. Leads the Medical country activities, Scientific Responsible of Allergan an AbbVie Company (AIFA) and manages Medical Science Liaisons and other key members of the Medical Affairs team, e.g. local Scientific Advisors.

July 2017 –May 2020 Allergan Rome, Italy

Medical Director Italy

Italy: Managed a Team of 5 Medical Science Liasons, each of them responsible of Eye Care, Medical Aesthetics, Neurology (Chronic Migraine, Neurospasticity), Urology, Gastroenterology. **1 Associate Medical Director** of Eye Care **1 Medical Advisor** Crossportfolio responsible.

Key responsibilities:

Medical Director in Italy: Leads the country Chief Medical Office (CMO) and manages Medical Science Liaisons and other key members of the Medical Affairs team, e.g. local Scientific Advisors. This key leadership role requires a thorough understanding of all aspects of drug development and commercialization that are relevant for the country. Lead within Country Leadership Team: collaborate with other leaders within Country to operate a successful Allergan organisation Build and maintain a strong local Medical Affairs team: recruit, retain and mentor high potential employees in the medical affairs team, ensuring that a talent pool exists for a dynamic and changing organization. Build a spirit of self-learning and development, demonstrating knowledge, ability to provide practical advice, resourcefulness and ability to influence internal and external stakeholder. Member of the Italian Leadership Team, European Leadership Team and Global Medical Affairs Leadership Team. Mentor of 3 managers at country and international levels.

October 2015 –June 2017 Allergan Rome, Italy

Medical Director Italy & Western Europe

Italy: Managed a Team of 5 Medical Science Liasons, each of them responsible of Ophthalmology, Medical Aesthetics, Neurology (Chronic Migraine, Neurospasticity), Urology, Gastroenterology.

W Europe: Managed a Team of 3 Medical Directors in Germany-Switzerland –Austria (responsible of 6 Medical Science Liasons), Spain (responsible of 4 Medical Science Liasons), France-Benelux (responsible of 6 Medical Science Liasons).

Managed in dotted line 1 Medical Director in UK Ireland (responsible of 7 Medical Science Liasons)

Medical Director in Italy: Accountable for all in country Medical Affairs activities supporting regulatory and healthcare compliance activities ensuring all activities are executed within regional and country regulatory and legal context. Develops and implements a country Medical Affairs plan which aligns with regional and global strategy and processes. Cross-functional working within country and with regional groups including Medical Affairs, Regional Affairs, Marketing and R&D.

Medical Director W Europe: Responsible for establishing and maintaining internal organizational links with regional Medical Affairs to ensure consistency and coherence of approach in relation to regional scientific services activities and the support and sponsorship of clinical studies conducted within country ensuring compliance with all internal policies and procedures. Develop people and talent to deliver a comprehensive Medical Affairs plan for the country. Ensure reporting and financial management in line with agreed country plans and regional strategy. Member of the Italian Leadership Team, European Leadership Team and Global Medical Affairs Leadership Team.

January 2015 –September 2015 Bristol-Myers Squibb Rome, Italy

Disease Area Head of Virology Medical Affairs BMS, IT

Italy: Managed a Team of 2 infectious disease physicians (DAS), responsible for clinical development and marketing support of HIV HBV and HCV -products in Italy, **1 Pharmacist**, project lead for Daclatasvir Name Patient Program in Italy, **1 Field Medical Managers Manager (MSM Manager)**, responsible of Virology Field Medical team (7 Medical Science Managers) and Immunoscience Field Medical Team (5 Medical Science Managers).

Medical Director of Virology portfolio (HIV, Hepatitis B and Hepatitis C) for an HIV Lifecycle blockbuster (Reyataz), Hepatitis B Lifecycle blockbuster (Baraclude) and innovative new drug in Hepatitis C (Daklinza). Member of the Italian Medical Affairs Leadership Team.

October 2014 –February 2015 Bristol-Myers Squibb Uxbridge, UK

Disease Area Head of Virology Medical Affairs BMS, ad interim in UK

UK: Managed a Team of 2 infectious disease physicians (DAS), responsible for clinical development and marketing support of HIV, HBV and HCV -products in UK, **1 Field Medical Managers Manager (MSM Manager)**, responsible of Virology Field Medical team (5 Medical Science Managers).

Medical Director of Virology portfolio (HIV, Hepatitis B and Hepatitis C) for an HIV Lifecycle blockbuster (Reyataz), Hepatitis B Lifecycle blockbuster (Baraclude) and innovative new drug in Hepatitis C (Daklinza).

December 2012- December 2014 Bristol-Myers Squibb Rueil Malmaison, France

European Associate Medical Lead , HCV EU

As core member of Hepatitis C Cross Functional Team, provided EU medical strategic input for development and launch of a new molecules in Hepatitis C therapy. In this respect, strong collaboration within the Global Medical Leads, Global and Regional HEOR and Market Access directors is in place, as well as with the Medical therapeutic Area Heads in country.

April 2012- November 2012 Bristol-Myers Squibb Rueil Malmaison, France

European Associate Medical Lead , Immunoscience, EU

As member of the Orenzia EU medical team executed some components of the medical plan. Provided the Medical support to the launch of a new formulation (subcutaneous) of Orenzia in Rheumatologic Arthritis. Led a data mining team that generated data for congresses and defined an Orenzia patient type. Medical contact point for EU 5 big markets and closely collaboration with the commercial, and publication teams to execute the brand plan, and with the clinical team to execute current and future studies.

2008-2012 Bristol-Myers Squibb Rome, Italy

Disease Area Head of Immunoscience and Neuroscience Medical Affairs BMS, IT

Managed a Team of 2 physicians (DAS), one responsible for clinical development and Brand support of Neuroscience and one responsible for clinical development and Brand support of Immunoscience in Italy, **2 Field Medical Managers Manager (MSM Manager)**, one responsible of Neuroscience Field Medical team (5 Medical Science Managers) and one of Immunoscience Field Medical Team (4 Medical Science Managers) .

2005- 2008 Bristol-Myers Squibb Rome, Italy

Disease Area Head of Virology Medical Affairs BMS, Italy

Managed a Team of 3 infectious disease physicians (DAS), responsible for clinical development and marketing support of HIV-HBV products in Italy; **1 Field Medical Managers Manager (MSM Manager)**, responsible of Virology Field Medical team (4 Medical Science Managers for HIV and 2 Medical Science Managers for HBV)

2003-2005 Bristol-Myers Squibb Rome, Italy

Disease Area Specialist, Virology, BMS Italy

Responsible for local clinical development and marketing support for HIV and HBV pipeline

Medical Responsible for Product launch in Italy for Reyataz and Sustiva 600 OD

Additional Experience

1998- 2002: Division of Gynecology, Free University Campus Biomedico, Rome, Italy

1995- 1997 Division of Gynecologic Oncology, Catholic University, Rome, Italy

Member of staff and student tutor of Division of Gynecology

Responsible of Ambulatory of Preventive Gynecologic Care: Daily ambulatory of preventive care includes the following, a yearly well woman annual exam which, includes pap, pelvic exam, and breast exam, pelvic ultrasound for early detection of ovarian problems, mammogram and breast ultrasound, bone density studies, hormone testing, and contraceptive education, colposcopy, biopsies, cryosurgery, laser therapy, and LEEP procedures.

Permanent Member Gynecologic Chemotherapy Unit: Administration of chemotherapy included paracentesis and thoracentesis with management of toxicities of the standard chemotherapeutic agents, septic events that occur as a result of chemotherapy, and complications associated with the administration of chemotherapy.

University teaching: in charge of the University courses in Gynecologic Oncology, Biostatistics and Preventive Gynecologic Care. Training of medical students and nurses, management and organization of clinical researches (both protocol development, follow up and publication).

Education

1995: Specialization in Obstetrics and Gynecology, magnum cum laude,

Catholic University, Rome, Italy.

1991: Medical Doctor

Catholic University, Rome, Italy.

Post-graduate training

1991-1995: Residency, Dept. of Obstetrics and Gynecology,

Catholic University, Rome, Italy.

1988-91: Clinical training at Division of Gynecologic Oncology,

Catholic University, Rome, Italy

Professional Affiliation

- PWN -Professional Women's Network (2019-at present)
- Sviluppo Valore Donna (2019-at present)
- SIF (2022- at present)
- SIMEF (2018-at present)