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|  |  | BUSINESS DEVELOPMENT MANAGER |
| ALENA BOLGARINAMOBILE:+7(916) 016 80 29LINK TO PUBLICATIONS AND INTERVIEWS:Underway, NOTA BENEEMAIL:ALENAARTUROVNA@GMAIL.COMLOCATION:MOSCOW; ready for business trips  |  | WORK EXPERIENCE“NEARMEDIC” GROUP OF COMPANIES. Business Development Manager of the "MEDICAL DEVICES" Department and Deputy Director for PharmacovigilanceJuly 2018 — present* Created a new structural unit on Regenerative Medicine – the 4 items product line. Managed the subdivision of 10 employees.
* Increased the projects’ investment value by 60%.
* Successfully promoted the brand in cosmetology, dermatology and plastic surgery. The work product: the plan implementation for participation in 6 mandatory professional events in the Russian Federation and 2 in Europe, creation of the database of key opinion leaders (more than 40 people), personal contact with 10 VIP opinion leaders. Over 100 trainings held.
* Created and successfully implemented the plan of annual participation in 6 mandatory professional events, as well as created the database of opinion leaders, and personally contacted 10 VIP opinion leaders and more than 30 opinion leaders throughout Russia.
* Conducted a post-registration study to strengthen the role of marketing and sales for the product, developed the study design, and agreed it with the Chief Outsourced Specialist in Plastic Surgery of the RF Ministry of Health. Monetized the study outcome: primarily, in educational trainings for new centers, and secondly, in the sale of products in new centers. The sales doubled for 2 years.
* Implemented a cosmeceutical project supporting the main product for 6 months. Developed and initiated the signing of a memorandum of cooperation with a foreign partner.
* Registered a cosmetic product and prepared a launch strategy for the new product promotion.
* Branded

Participated in 3 (three) International Professional Congresses with product presentations.Communicated with the specialized working groups of the RF Ministry of Health - contributed to the inclusion of the company's products in the Federal Clinical Guidelines of the RF Ministry of Health.Prepared the DSUR for the current clinical trial. Planned and executed the annual project budgets. Project ManagerNovember 2013 — July 2018Managed the international project of phase I and phase IIa clinical trials on the latest anti-tuberculosis drug. Developed the project design in accordance with the FDA and EMA international requirements and coordinated them with the RF regulatory authorities. Managed communications with external partners and developers of the drug molecule - the Polytechnic University of Lausanne and the International TB Foundation. Managed communications and operation of CROs and external vendors, performed co-monitoring and audits of centers and CROs. Managed the organization of all training programs and CT activities. Prepared speeches at Russian and international industry conferences. Developed and managed working relationships with the Russian Society of Phthisiatricians, implemented the idea of creating the External Expert Council of the head outsourced TB specialists of the Russian Federation according to the CT data. Supervised the preparation and finalized the Clinical Trial Reports. Planned and executed the annual project budgets.Developed the CT design and documentation for marketing study. Approved the CT protocol at the International Freiburg Committee, at the RF Ministry of Health and at the RF EC. Managed monitoring in 262 Centers in Russia, Armenia, Georgia, Moldova and Azerbaijan. Supervised the work of 80 medical representatives who participated in the project. Managed the data processing for 21,000 patients, finalized and registered the CT in the international database of ClinicalTrials.gov. Managed communications in the medical community, as part of the project. Consequently, I obtained reliable data on the product safety and effectiveness, according to which there were written more than 10 academic papers, there were held more than 40 congresses and symposia, and the CT data are still used in the company's marketing materials and in the product dossier. Based on the project output, the product was included in three specialized clinical guidelines.ABBOTT LABORATORIES. Clinical Research AssociateAugust 2012 — November 2013Independently, with no CRO, I conducted 4 studies in gastroenterology – 4th phase projects. Managed the studies from the kick-off meeting to the finalization of statistical reports and their archiving. Prepared and passed the project internal audit, provided the internal customer - marketing with the data for further promotion of the product line.NOVARTIS PHARMA. Medical Department CoordinatorJanuary 2011 — August 2012Managed the phase IV clinical trial and the CRO operation, namely: met the project deadlines, met all the deadlines for the CT regulation by the RF Ministry of Health and the RF EC, monitored the storage and delivery periods of drugs, labeling, controlled the circulation of SUSARs and Ins; monitored, planned and executed the annual project budget, prepared and conducted the kick-off meeting of researchers, participated in preparing the project for audit. Managed and conducted 2 post-marketing studies involving 16,000 patients and over 100 medical representatives. I brought both projects to the stage of finalizing statistical reports.EDUCATIONFIRST MSMU NAMED AFTER SECHENOV I.M.2006 — 2012Faculty of Pharmacy, completed internship in the specialty "Management and Economics of Pharmacy"  HIGH SCHOOL OF ECONOMICS2013 — 2016Master of Business Administration, "Strategic Management" SKILLS |
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**SKILLS**

English – Intermediate

Spanish – Elementary

MS Office, 1C

Knowledge of GCP, GVP, local legislation