

## Curriculum Vitae of Bianchi Simone



### PERSONAL INFORMATION

First name, Surname BIANCHI SIMONE

Address: VIA DEI PIOPPI 2, 20090 CESANO BOSCONI, MI, ITALIA

Phone number: Cell:+39 393 155 14 89

E – mail: bianchisimone06@gmail.com

Nationality: ITALY

Date of birth: 06-08-1981

### WORK EXPERIENCE

Date: October 2014 - Currently

Name of company: OLYMPUS ITALIA

Occupation, position held: TERRITORY MANAGER

Type of business or sector: Sales of electrosurgical devices, laparoscopy and laparotomy in general surgery, gynaecology and urology

Areas of expertise: Lombardia

Main activities and responsibilities: Responsible for sales and the projects about surgical devices in hospitals and private clinics. Project leader on tenders. Operation room support for demonstration of laparoscopy and laparotomy devices. Training to medical and nurses staff. Relationship with KOL. Managing of the economic negotiations and tenders.

**Date:** May 2013 – October 2014

**Nome of company:** THEA FARMA S.P.A.

**Occupation, position held:** KAM (Key Account Manager)

**Type of business or sector:** Pharmaceutical industry, ophthalmic surgery

**Area of expertise:** Lombardia

**Main activities and responsibilities:** Responsible of the pharmaceutical business in the ophthalmic surgery. Sales of all products of the company list. Demonstration in the operation room to medical and nurses staff. Managing of tenders and economic negotiations.

**Date:** July 2010 - May2013

**Name of company:** SMITH&NEPHEW S.R.L.

**Occupation, position held:** FIELD APPLICATION SPECIALIST SENIOR

**Type of business or sector:** Wound management, pharmaceutical products (Noruxol/Iruxol) and electrosurgical devices for plastic surgery, general surgery, orthopaedic surgery and vascular surgery.

**Area of expertise:** Milano e provincia, Monza e Brianza e provincia, Pavia e provincia

**Main activities and responsibilities:** Sales in hospitals, private clinics and other field company. Managing of tenders and economic negotiations. Managing of clinic trials. Demonstration to medical and nurses staff of all range of devices, technical courses in the operations room.

**Date:** May 2008 - July 2010

**Name of company:** SMITHS MEDICAL ITALIA

**Occupation, position held:** Product Specialist

**Type of business or sector:** Anesthesia, Critical Care, pulmonary rehabilitation, Assisted reproduction devices

**Area of expertise:** Responsible of Airway management of Lombardia, Piemonte ed Emilia Romagna

**Main activities and responsibilities:** Sales in hospitals, private clinics. Managing of tenders and economic negotiations. Responsible of Airway management line. Demonstration to medical and nurses staff of all range of devices, technical courses in the operations room.

**Date:** September 2006 – May 2008  
**Name of company** SIGMA-TAU S.P.A.  
**Occupation, position held** ISF (specialist)  
**Type of business or sector** Cardiovascular, orthopaedic, diabetes, urology  
**Area of expertise** Milano  
**Main activities and responsibilities :** Medical information activities. Participation in events and conferences

## EDUCATION

**Date:** 26 - July - 2006  
**Name of institute:** UNIVERSITY' DEGLI STUDI DI PAVIA – FACOLTA' DI FARMACIA  
**Title of the study:** Degree in pharmacy  
Vote 99/110  
**Main subjects of the study :** Thesis I degree: title "*PREPARATION AND CHROMATOGRAPHIC RESOLUTION OF FATTY ARIL-methyl-propionic INTERMEDIATE USEFUL FOR THE PREPARATION OF SIGMA LIGANDS ENANTIOSELETTIVE*" relatore prof.ssa Simona Collina.

## TECHNICAL SKILLS

Customer management (doctors, nurses, pharmacists, economists and providers)

Management of all the processes of competition including the technical dialogue in the preparation of specifications Management business negotiations with economists, superintendencies and pharmacies introduction of new products.

EXPERIENCE ACQUIRED BY THE LABORATORY OF CHEMISTRY PHARMACEUTICAL UNIVERSITY OF PAVIA:

USE OF COMMON SYSTEMS HPLC USE OF MICROWAVE SYNTHESIZERS (CEM SINGLE CAVITY SYNTHESIZER, PERSONAL CHEMISTRY SMITH SYNTHETIZER) TECHNIQUES OF PARALLEL SYNTHESIS (USE OF REAGENTS SUPPORTED ON GAS SPECTROSCOPIC TECHNIQUE (IR, UV,).

EXPERIENCE ACQUIRED DURING INTERNSHIP AT THE PHARMACY "PAOLO VILLOSIO" DI ALESSANDRIA:

Warehouse organization (orders, deadlines etc.) Sale of drugs over the counter (assisted) Galenic medicinal and masterful (tablets, capsules, ointments, creams)

**EDUCATIONAL EXPERIENCE**

DECEMBER 2012-APRIL 2013  
SALES EXCELLENCE HEALTHCARE

SEPTEMBER-NOVEMBER 2011  
COURSE OF SELLING TECHNIQUE (ENJOY E TRUST "INSIDE OUT")

FEBRUARY 2010  
SPECIALIZATION COURSE IN AIRWAY MANAGEMENT, ASHFORD, LONDRA.

OCTOBER 2005-JULY 2006  
BOARDING THESIS EXPERIMENTAL AT THE LABORATORY OF  
PHARMACEUTICAL CHEMISTRY, DEPARTMENT OF PHARMACEUTICAL  
CHEMISTRY, UNIVERSITY OF PAVIA.

NOVEMBER 2004-APRIL 2005  
TRAINING REQUIRED AT THE PUBLIC PHARMACY "Paolo Villosio" - via  
Mazzini – Alessandria.

**PERSONAL SKILLS AND  
COMPETENCE**

MOTHER TONGUE: ITALIAN

OTHER LANGUAGES:

Language: ENGLISH

Understanding: INTERMEDIATE

Speaking INTERMEDIATE

Writing INTERMEDIATE

Certification: "Common European Framework of Reference for Languages" in the  
project called "extraordinary intervention of supplementary teaching PET  
- ECD

**COMPUTER SKILLS:**

PROFESSIONAL KNOWLEDGE OF OFFICE PACK  
KNOWLEDGE OF CRM

**OTHER INFORMATIONS:**

Driving licence A-B. Own car

**SHIFTS AVAILABLE IN NORTHERN ITALY AND TRANSFERS ABROAD?**

SIGNATURE  
Simone Bianchi

I authorize the use of my personal data according to Legislative  
Decree 196/03.

SIGNATURE  
Simone Bianchi

