

## SHORT PROFILE

### PERSONAL DATA

Born 23. November 1964 in Marburg, Germany  
Married, two children (25, 22 years)



### PROFILE

**Executive Expert Health Care & Pharma** with 30 years of experience in the **pharmaceutical industry** covering an extremely broad spectrum from pre-clinical research to General Management.

Vast **international experience** based on 10 years as **General Manager (UK & IE plus EU-region)** and 6-years collaboration with an US based global player (J&J). Key strengths are the **successful launch of innovative brands** with creative concepts to drive market development as well as the **leadership of complex organizations** with proven success (incl. turn-around):

- Successful General Management (GM) roles with full P&L responsibility over 10 years in large EU country (UK & Ireland) & an EU region (EU Cluster) → *Leadership responsibility for up to 250 employees with diverse & international background*
- Broad Know-how in the pharmaceutical industry in preclinical Research (PhD), Medical Affairs and local and international Marketing up to a Senior VP position, covering a broad range of indications (Pain, CNS, Oncology and Infectiology)
- International launch of innovation including responsibility for commercial development from clinical phase 2
- Key role in global commercial collaboration with global player (J&J/US) during a period of 6 years
- Dedication to execution, resulting in sustainable turnaround (UK) & significant improvement of efficiency (EU Cluster/UK)
- Successful leadership based on a style focused on motivation and trust
- Extensive international experience (UK, EU and US) and intercultural learning from working with very diverse teams

### MAJOR ACHIEVEMENTS

- **Responsible for most successful launch in company's history:** Made „Palexia“ to Grünenthal's key growth and profit driver
- **Sustainable turnaround in UK organization:** Increased UK profitability within 5 years from -23 % to +33 % by resolving all issues regarding growth of innovations, company-profit and compliance
- **Significant improvement of profit** (plus € 43 million) **and profitability** (plus 25 %): By setting up a new organizational structure for the smaller & mid-sized EU countries (EU Cluster)

### PROFESSIONAL CAREER

<b>Dr. Claas Consulting GmbH, Germany</b> (Commercial set up & launch support, Start-Up Coaching)	<b>Since 03/2022</b>
<b>GRÜNENTHAL GMBH, AACHEN, GERMANY</b>	<b>02/2002 – 01/2022</b>
◆ <b>General Manager Country Cluster Europe</b> (Countries: PT, AT, CH, BE, LUX, NL, IE, DK, SE, NO, FI)	08/2017 – 01/2022
◆ <b>Head of Marketing EU (SVP)</b>   01/2017 – 08/2017	
◆ <b>General Manager UK &amp; IE</b> (Grünenthal Ltd., Stokenchurch, UK)   10/2011 – 01/2017	
◆ <b>Head of Marketing EU &amp; Australia (SVP)</b>   09/2010 – 10/2011	
◆ <b>Head of Global Marketing Palexia (VP)</b>   05/2009 – 09/2010	
◆ <b>Head of Global Marketing Narcotics</b>   11/2007 – 05/2009	
◆ <b>Global Commercial Lead New Analgesics</b>   09/2004 – 11/2007	
◆ <b>Head of Marketing Germany</b>   02/2002 – 09/2004	
<b>Janssen-Cilag GmbH (J&amp;J), Neuss, Germany</b>	<b>02/1996 – 01/2002</b>
◆ <b>Product Manager Risperdal</b> (Schizophrenia)   01/2000 – 01/2002	
◆ <b>Head of Medical Marketing Oncology</b>   01/1998 – 01/2000	
◆ <b>Medical Manager Oncology</b>   02/1996 – 12/1997	
<b>Infectopharm und Consilium GmbH, Weinheim, Germany</b>	<b>03/1995 – 11/1996</b>
◆ <b>Scientific Productmanager Infectiology</b>	

### EDUCATION

<b>University Göttingen</b> , Doctoral thesis <b>Boehringer Mannheim R&amp;D</b> , PhD. (Dr. rer. nat.)	11/1991 – 01/1995
<b>University Göttingen, Germany</b> , Microbiology, Biochemistry, Org. Chemistry	10/1985 – 10/1991