

Dr. Negulescu Marius Calin, M. D.
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Birthdate: 07.08.1967
Age: 40
Marital status: married, one child (boy)
Available to travel abroad 100 %

Dr. Negulescu Marius Calin, M. D.

CURRICULUM VITAE

OBJECTIVE

To use my previous experience and training in *Public Relations, Management and Sales & Marketing* in a job which requests a higher responsibility and a better time coordination; to learn more and improve my skills.

STUDIES

1990-1996, University of Medicine and Pharmacy „Carol Davila” – Bucharest, Faculty of General Medicine

1982-1986, „Ion Luca Caragiale” High School – Ploiești.

TRAININGS

1999, August, Field Force Management Training Course, Vienna, Austria.

1997, May Pain Seminar in Salzburg, Austria, at the Austrian Pain Institute.

2003, October Coaching Skills, Bucharest

2005, Self-Marketing, Qipa - Sinaia

2005, Labour Legislation, ASEBUSS – Bucharest

2006, Presentation Techniques, Ascendis – Sinaia

2006, Time Management, Qipa - Poiana Brasov

2006, Accept the Leadership Challenge , ASEBUSS – Bucharest

2006, Performance Evaluation, Skill Solution, Bucharest

2007, Time Management, Qipa - Azuga

EXPERIENCE

2008, April – present *Medison Pharma S. R. L.*

Marketing & Business Manager

- to manage the entire office activity including: invoicing, cash flow, field force management, contact with Min of Health and with National Health Insurance House, National Drug Agency, sales and expenses budget.

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1999, May-2008, April Lannacher Heilmittel Ges. m. b. H. Representative Office in Romania; Country Manager.

- to open, establish and manage the Romanian Office for Lannacher Heilmittel Ges. m. b. H. Austria in Romania, a generic drug producer from Austria;
- to represent, also, the interests of Gerot Pharmazeutika Ges. m. b. H. Austria in Romania, through the Office of Lannacher Heilmittel;
- to be in contact with National Drug Agency regarding Regulatory Affaires for both companies;
- to be in contact with the Min. of Health and Family (Prices Dept) regarding the CIP declaration;
- to check and to manage the consignment stocks for both companies;
- to collect, forward and propose orders and sales strategies/conditions to Managers from Austria;
- to establish the Sales Budget for the coming year (in cooperation with Management from Austria): Sales target (in hard currency) and financing for the Romanian office;
- to propose investments for marketing and for office running;
- to manage a team of 10 medical representatives spread all over the country: sales, marketing, product management, fleet administration, control, evaluation of activity (including sales figures/region/county). I requested daily reports (sent twice a week by fax/e-mail) and a schedule for the coming week), a Cash Report (to justify the expenses made, including a Route Plan).
- to give a Sales Report (monthly, for each company) based on my own template document;
- to give a Cash Report (all expenses made by the office: running costs, marketing, investment, salaries) based on my own template, too. The above 2 reports had been sent to all representative offices in Europe and Russia in order to establish a standard and uniform reporting method.
- to give a phone report (every 2 weeks) to International Division Manager from Gerot Pharmazeutika Ges. m. b. H., Mr. Andreas Vogelsinger (handy-phone: +43-664-10 30 440);
- to give a monthly written report to Export Manager from Lannacher Heilmittel Ges. m. b. H., Dr. Diether Wienbeck (handy-phone: +43-664-35 76 210);

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- to instruct and approve payments (Multicash) and to keep the contact with the bank;
- to meet on a regular basis wholesalers Key Accounts and Management in order to ensure a good cash flow and goods flow;

1996, October – 1998, April V. Tarus RoAgencies S. R. L.; Lannacher Austria Sales Manager.

- to coordinate a team of 4 Medical Representatives located in the most important towns of Romania
- coordinate their activity starting with promoting and ending with selling;
- used to deliver the goods by myself in order to get much closer in contact with the clients. To create transparencies, to make presentations
- to travel all over the country in order to promote drugs
- to check the activity of the team members and to help them to get in contact with some important persons
- to take care about the consignment stock quantities and to order goods in time
- to send a Sales & Promotion Report with the sales per each region of the country
- sales forecast
- sales budget
- other expenses
- participation to congresses & symposia.

1996, July – 1996, October Sidero Trading S. R. L.; Medical Representative.

- promoted and sold drugs made by „Mustafa Nevzat” from Turkey.
- meeting medical doctors, pharmacists from hospitals, policlinics, private clinics
- introducing to them some the factory products registered in Romania
- used an overhead projector and transparencies in some hospitals.

1994, June-September, Bell Pagette Romania S. R. L.; Sales Representative.

- to find clients using different information sources
- promote and sell company's pagers and paging services
- to keep a close link with the clients in order to monitor their needs and their complains related to products and/or services.

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OTHER EXPERIENCE

Computer skills: Windows, Microsoft Office 2000, Internet.

Clean and valid driving license from 1990; driving experience: more than 600.000 Km within Romania and abroad.

FOREIGN LANGUAGES

English and French, both spoken and written fluently

Italian, Spanish and German, spoken fair.

HOBBIES: cars, travels, electronics and computers (HF licensed radioamateur), foreign languages, reading, badminton, cooking.

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