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SUMMARY

C-level executive with broad multicultural experience in the health care industry, including **Life Sciences, Diagnostics, Medical Devices and Pharmaceuticals in B2B and B2C**. Excellent track record in **executive management, strategy, business development, marketing and sales**. Acknowledged for groundbreaking innovations, creative ideas, effective process and turnaround management and strong inspirational and people-oriented leadership skills resulting in consistent sustainable growth. My key interest is to work as a top leader in an international organization to maximize its potential through clear direction and operational excellence.

PROFESSIONAL EXPERIENCE

- Since 2020 **President and CEO, Sysmex Inostics GmbH
Hamburg, Germany**
- Leading the liquid biopsy startup company by creating and implementing a turnaround strategy
- 2015-2019 **Head of Region Asia Pacific Africa (>400-600 FTE; 90-180 Mio €)
Eppendorf AG, Hamburg, Germany**
- Increased the growth rate from low single digits to double digit within 1 year by changing strategy and market approach.
 - Achieved a turnaround for Latin America before transferring it effective 2019
- 2012-2015 **Co-Founder & Chief Medical Officer, Member of Executive Committee
Vela Holding Pte Ltd., Singapore**
- Serving in multiple functions in this start-up established in 2011. Involved in all medical decisions of company as well as design of first infectious and oncology NGS tests worldwide with regulatory approval.
 - Initiated sales in APAC and with Pharma accounts.
- 2007-2012 **Chairman and Managing Director South Asia (500 FTE, 100 Mio CHF)
Roche Diagnostics India Pvt. Ltd., Mumbai, India**
- Increased growth and attained market leadership position in the Indian diagnostic market within 2 years (growing at 2-3x market growth over the period); increased profitability through shift in business model, process improvements and reduction in attrition from 40% to 12%. Turned around business in Bangladesh and Sri Lanka from a growth rate of -10%/ year to approx. 30%.
 - Member of APAC Leadership Team and global Applied Science business team. In charge of Applied Science Business in APAC, doubling sales in the region in 3 years.
- 2004-2007 **Head of Roche Applied Science Business Unit Germany (23 FTE, 80 Mio €)
Roche Diagnostics GmbH, Mannheim, Germany**
- Achieved turnaround for Roche Applied Science Business Unit (-5% to +8%) within one year with same team. Created the most efficient Business Unit (sales/FTE, M&D expenses) globally for Applied Science and within the German organization.
 - European Team Leader and member of global Applied Science Operating Committee.

- 2002-2004 **Senior Vice President, Business Development Lab Network (>4bn USD)
F. Hoffmann-La Roche AG, Basel, Switzerland**
- Responsible for the global launch of NT proBNP, one of the most important cardiac biomarkers known today. Set record for shortest time in company's history for achieving sales of 1 Mio USD/ month globally. Coordinated work globally with KOL's; in- and out-licensing.
 - Coordinated strategy across business units globally and led search for new diagnostic areas. Initiated new business models (e.g. disease management).
- 2000-2002 **Head of Diabetes and Coagulation Marketing Germany (40 FTE, 200 Mio€)
Roche Diagnostics GmbH, Mannheim, Germany**
- Increased sales by 50% in Germany over a 2-year period and increased market share from 44% to 48% through implementing consumer marketing ideas and principles in the diabetes business. Business included B2B (health care professionals (physicians, hospitals nurse educators, dieticians)), retail (pharmacy, wholesalers) and B2C.
 - Initiated measures such as brand management, category management, customer relationship management, e-commerce, campaign management, quality management programs, direct (database) marketing and communication management. Implemented the development and commercialization of an IT-based disease management tool for diabetes.
- 1995-1999 **Head of Global Strategy and Business Development, Point of Care (> 1bn USD)
Boehringer Mannheim/Roche Diagnostics GmbH, Mannheim, Germany**
- Managed strategy and business development, including in- and out-licensing, health economics, industry lobbying and reimbursement support. Helped to turn around business from 10% loss to 11% profit over four years.
 - Headed cross-divisional cardiovascular program. In-licensed and developed several markers, which even today have triple digit Mio USD sales.
 - New ideas included health economic approaches, medical value creation, repositioning of Trop T from a dog to a star (>100 Mio USD annual sales). Provided novel solutions encompassing diagnostics and therapeutics (personalized medicine). Managed a worldwide network of opinion leaders to advise the company. Participated in preparation of the acquisition of an Austrian blood gas company.
- 1991-1995 **Clinical Scientist, Pharma Clinical Research Department
Boehringer Mannheim, GmbH, Mannheim, Germany**
- Developed various NCE's in cardiovascular, renal and urological indications, partly as team leader. Highlight was the initiation of the global development of the first beta-blocker for heart failure (today a standard of care) and therewith instituting a paradigm change (beta blockers were previously contraindicated for this disease) and turning a dog to a blockbuster (>1 bn USD sales).
 - Member of global committee on adverse drug reactions.
 - Had several scientific presentations at international conferences and publications. Received special commendation for outstanding work.
- 1985-1991 **Physician/Scientist, Department of Internal Medicine, University Hospital
Klinikum Steglitz, Free University of Berlin (FUB), Berlin, Germany**
- 1981-1985 **Research Scientist, Institute of Pharmacology, FUB, Berlin, Germany**
- 1977-1980 **Tutor, Institute of Anatomy, FUB, Berlin, Germany**

BOARD POSITIONS

2022-now	Sysmex Inostics Inc. Baltimore, MD, USA
2021-now	Human Diagnostics, Wiesbaden, Germany
2021-now	Co-Chair of Working Group Asia, German Health Alliance
2020-now	Advisory Board of Research and Development Center Europe (Sysmex)
2018-now	German Asia-Pacific Business Association (OAV), Hamburg, Germany
2019-now	NanoRepro AG, Marburg, Germany
2015-2020	Various affiliates of Eppendorf AG (upto 10)
2015-now	Advisory Board, MedTacc Accelerator (30 Mio SGD fund), Singapore
2014-2016	Advisory Board DxD Hub, Singapore
2007-2012	Chairman and Managing Director, Roche Diagnostics India
2020-now	Advisory Board of Research and Development Center Europe (Sysmex)

EDUCATION

1998	MBA (The Open University, Milton Keynes, UK)
1991-1998	Board Certified Specialist for Pharmacology and Toxicology (1998), Clinical Pharmacology (1995) and Internal Medicine (1991)
1975-1981	Medical Studies, MD degree (FU Berlin)
1961-1974	Schooling in India, US and Germany with American High School & German Abitur