



# Philipp Heider, MSc

Striving to link medicine with innovative life science



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## CAREER OVERVIEW

I am a purpose-driven and communicative self-starter who thrives on curiosity. This is evident in my enjoyment of being up-to-date on the latest developments in life sciences plus over three years of practical experience in the industry. I am seeking to manage great digital marketing projects, thus helping to build a therapeutic brand that contributes to the improvement of patients' lives.

## EDUCATION

### MASTER OF SCIENCE BIOTECHNOLOGY

Management Center Innsbruck

Passed with honors.

Joint study program "Molecular Medicine" in co-operation with the medical university of Innsbruck (5 semesters prolonged MSc program)

### BACHELOR OF SCIENCE BIOTECHNOLOGY

Management Center Innsbruck

Passed with distinction.

An exchange semester in Pharmatechnology at the University of Applied Sciences Northwestern Switzerland (FHNW Basel)

### APPRENTICESHIP: SURGEON'S ASSISTANT

Munich University Hospital (LMU)

09/2014 – 10/2015 Munich, Germany

Collaborated with HCPs in various clinical areas including surgery, emergency room, anesthesiology, internal medicine, et cetera

## SKILLS

Research	Immunology/ Oncology	Innovation
Communication	Coding	Creativity
Project Management	Curiosity & Dedication	

## WORK EXPERIENCE

### KEY ACCOUNT MANAGER

Sartorius Stedim Switzerland AG

11/2021 – current Switzerland

- Strategic business development with a strong focus on ADC manufacturing
- Translation of market observations into business opportunities & forecasts
- Liaising with decision makers and implementing a sales strategy to grow and strengthen the existing relationship with a key customer
- Harmonizing external needs with internal resources to gain customer satisfaction

### INTERN - MEDICAL SCIENTIFIC COMMUNICATIONS

AMGEN GmbH

04/2021 – 11/2021 Munich, Germany

- Stakeholder engagement through omnichannel medical scientific communication with a focus on NSCLC, Multiple Myeloma and mCRC
- Literature research, preparation of publications, presentations, and product information for med. professionals / KOLs
- Summarization of scientific conference publications and impact evaluation on established cancer treatment guidelines
- Revision and update of the HCP web portal and coordination of agencies

### RESEARCH PROJECT ASSOCIATE

Medical University Innsbruck, Institute of Virology

07/2020 – 04/2021 Munich, Germany

- Production, purification, enhancement, and analytical assessment of bispecific antibodies for Chronic Lymphocytic Leukemia (CLL) therapy
- Industry partners: Lysomab & Sirion Biotech GmbH

### DEVICE EXPERT, TECHNICAL RESEARCH & DEVELOPMENT, DD&C

Novartis

10/2019 – 02/2020 Schafftenau, Austria

- Project support and risk assessments related to tech transfers, packaging, and shipping for projects involving drug delivery devices
- Data mining and creation of a novel platform strategy for risk assessment based on product-specific risk categories
- Creation of a concept to shorten time-to-market and by reducing the need for shipping verification risk assessments (as part of the transport validation)

### INTERN

Novartis

07/2019 – 10/2019 Schafftenau, Austria

- Creation of a VBA program for the automatized handling of lab-order requests for analytical testing effectively reducing change requests

### INTERN / BSC. THESIS

Spiegltec Consulting Engineers

02/2018 – 08/2018 Kundl, Austria

- Digital transformation of the project and knowledge management through a reprogramming of the existing Microsoft SharePoint Online framework for regulatory affairs projects