



Philipp Heider, MSc

Striving to link life sciences and innovative technology



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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 Schaffhausen, 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 Schaffhausen, Austria

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

INTERN / BSC. THESIS

Spiegltect 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