

MICHELA CANTIello, DVM, PhD, MBA CANDIDATE

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Optimistic Managing Director with more than 20 years of experience in the Animal and Human Health industry, including academic research and pharmaceutical development. Develops empowered teams by structuring the decision-making process as a team effort and being genuinely interested in the success of each contributor.

Effectively communicate the company's goals and provide continuous feedback in order to dynamically respond to client expectations. Seeking a leadership role in the veterinary pharmaceutical industry to facilitate the partnership between global clients and local, diverse teams as well as to promote innovation by developing the one-health initiative.

Speaks Italian, French, English. Motivated to learn Spanish, after the MBA!

Strategic Management | Leadership | Animal Health| Human Health| Pharmaceutical Industry | Financial Management

EXPERIENCE

Eurofins PSS | Bordeaux, France

NOV 2020 - PRESENT

Global Award - Winning Insourcing Solution Provider / 2,000 employees in EU/ \$34M assets

Managing Director - French Business Unit

- Manage, lead and coordinate Professional Scientific Services (PSS) teams to ensure the highest quality and productivity standards. Promote high levels of morale and retention by creating a positive work culture. Establish a proactive partnership with the client, developing \$1M in new and organic client revenue growth.

Avogadro LS | Toulouse, France and Indianapolis, IN, USA

JAN 2009 - OCT 2020

Contract Research Organization / Human and Veterinary Pharmaceutical Industry

President / Managing Director

Oct 2014 - Oct 2020

- US site: Implemented, completed set-up and developed the Terre Haute, IN site by recruiting up to 19 highly skilled employees, obtaining USDA compliance, AAALAC accreditation and growing the sales from scratch to \$2.5M.
- FR site: Achieved 35% Net Sales (NS) increase and EBITA >20% of NS by empowering the employees to take decisions and actions on process improvements and by reviewing all the projects quotation method.

Study Director / In-Life R&D

Jan 2009 - Oct 2014

- Directed more than 60 preclinical projects by managing the staff of veterinary technicians and improving the highest standards of customer satisfaction.

Academic Research | Italy & France

2000 - 2008

PhD in Pharmacology & Toxicology

Post-doctoral fellowships in Padova, Torino and Toulouse

EDUCATION

MBA online, Kelley Business School, Bloomington Indiana, USA

Graduation 05/2022

Awarded a Kelley Direct Scholarship (\$10,800). Major: Strategy and Leadership.

Toulouse Business School, Toulouse, France

OCT 2019

Master of "Executive Profession" GPA 15.80/16.00 (French metrics)

- 18-months, 247 hours of Accounting, Finance, Marketing, HR and Legal Affairs
- 18 group immersions and case competitions

University of Veterinary Medicine, Turin, Italy

FEB 2004

PhD in Pharmacology-Toxicology, Major in Basic Science and Veterinary Biotechnology

University of Veterinary Medicine, Bologna, Italy

NOV 1999

Doctor in Veterinary Medicine (DVM) GPA 108/110 (Italian metrics)

ADDITIONAL

- 12 publications in the field of life science published in peer-reviewed international journals