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