

Samson DIMITRIJEVIC

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WORK EXPERIENCE

From June 2023 | **BioAtrium (Visp, Valais, Switzerland)**

Lead Operational Planner – Production and Operations Planning (Mammalian Division)

- Lead holistic operations and strategic planning.
- Create, track and maintain short term schedules to provide visibility to defined departments.
- Maintain Master Data and BoM lists in SAP MM.
- Incorporate input from all relevant departments to ensure schedules are realistic within relevant constraints and latest information.
- Drive optimization of schedules by balancing demand priorities against optimal production sequencing and efficient resource utilization.
- Review MRP output data and escalate issues as appropriate.
- Create MPS based on Supply Planning.
- Create financial dashboards and metrics on materials expiry risk assessment, communicate and present results to relevant Finance, Production, Logistics and SC stakeholders.

May-July 2022 | **Gilead Sciences (Cork, Ireland)**

Senior Supply Chain Specialist and MPS Planner – GSIUC (Global Integrated Supply Chain Mgt)

- Execute all inventory reporting and performance for all products assigned including the evaluation, remediation of low stock and potential obsolescence/expiry risks to support supply & financial planning.
- Drive all supply planning activities for all products assigned that are manufactured and packaged at the GSIUC/CMO facility.
- Develop a viable plan (**Master Production Schedule**) in RR Kinaxis to support product supply & network visibility.
- Monitor the firm planning and lockdown of the MPS plan in line with agreed timelines and release to Site Operations for review and execution.

July-Sept 2021 | **Galp (Lisbon, Portugal)**

Business Development Consultant - Project embedded in the Lisbon MBA program **Learning Action**, the International Consulting Lab, and carried out in collaboration with the Insper Institute from São Paulo

- Expand Galp's Electric Mobility (EM) offer to the Brazilian market.
- Run financial simulations to identify the implementation costs of the project and propose a budget
- Describe the EM market and regulations in Brazil.
- Propose various Business Models, Go-to-Market successful strategy, and provide recommendations.

2019 – 2020 | **Biogen (Baar, Zug, Switzerland)**

Data Scientist and Global Demand Planner – Distribution Network Management, Logistics, Finance

- Develop short-and long-term forecasting models and financial trends.
- Build financial simulators, dashboards, mathematical algorithms, user interfaces and other tools that can provide simple modeling and forecasting reports that can be processed by senior management.
- Take initiative to advance technical, analytic, and problem-solving skills and disseminate these knowledges across the team.

2018 – 2019 / **Zentiva (Frauenfeld, Thurgau, Switzerland)**

Forecast, Demand and Supply Chain Manager – Supply Chain Management, Finance, Accounting

- Implement SAP MM and Master Data migration project for both SCM and Finance departments.
- Manage the production master data process, create KPIs and use them to develop action plans.
- Develop and summarize forecasts of anticipated demand using historical data, statistical techniques, sales trends, business plans, service forecasts, sales forecasts, and customer projections.
- Maintain and optimize planning/MRP parameters in Demand and Supply planning tools to meet inventory and service targets.
- Support country demand and supply reviews within the S&OP process, create SOPs and training docs.

2017 –2018 / **Sanofi (Geneva, Switzerland)**

Supply Chain Specialist – Supply Chain Management

- Manage SAP MM and Master Data migration for the Generics spinoff project E2E.
- Manage the production master data process, create KPIs and use them to develop action plans.
- Contribute to improve P&L through optimizing the Supply Chain processes of forecasting, transportation, distribution, claims and returns.
- Document business processes according to cGMP and deploy global initiatives.

2016 –2017 / **Ferring Pharmaceuticals (Saint-Prex, Vaud, Switzerland)**

Supply Chain Project Team Lead – Supply Chain Management

- Update planning system settings from Make-to-Order to Make-to-Forecast for all SKU.
- Update forecasting tool and train market people on it.
- Test, validate and lead cut-over activities (**SIT, UAT, Go-Live**) in Oracle.
- Establish safety stock strategy during transition period.
- Roll-out shipping calendar taking into consideration transport mode.

2015 –2016 / **Merck (Aubonne, Vaud, Switzerland)**

Supply Chain Project Team Lead – Supply Chain Management

- Provide training on a sophisticated Inventory Management called LMS (Logistics Management System).
- Creation of a tailor-made user manual and training on line and face-to-face.
- Develop analytical methods on current and project inventory.
- Assess, coach, and follow up of most critical sites.
- E2E preparation and animation of a 3-day Inventory Champions Workshop.

2008 –2014 / **Florimont Institute and University of Geneva (Geneva, Switzerland)**

Professor of Financial Accounting, Mathematics and Foreign Languages – Academic industry

2005 –2007 / **Franklin Templeton Investments (Geneva, Switzerland)**

Portfolio Assistant and Financial Analyst – Investment Funds Management, Finance, Accounting

- Investments Portfolio management assistance for Templeton Mutual Funds and overseeing roughly \$20bn of global equity assets.
- Creation and maintenance of company valuation models and financial dashboards.
- Research on potential equity investments.
- Corporate Finance and financial statements analysis.

EDUCATION

- **JavaScript Developer**, thePower Business School, master of high-level, often just-in-time compiled languages that conforms to the ECMAScript standard: HTML, CSS, JavaScript fundamentals, JavaScript DOM, JavaScript Advanced, Vite, January 2024
- **Modern Greek Language** B2 Level Diploma at the National and Kapodistrian University of Athens, Greece, Athens, Oct22-May23
- **Post Graduate Degree, Data Science and Machine Learning: Making-Data Driven Decisions** MIT IDSS (Institute for Data, Systems and Societies), online program on Python Navigator/JupyterLab data coding, Aug-Nov 2022
<https://olympus1.mygreatlearning.com/certificate/XLSEJFXR>
- **MSc in Business Administration** - Master Thesis written on Corporate Finance: *Alternatives to a traditional IPO option* such as Direct Listings and SPACs - Católica | Nova in collaboration with MIT Sloan (Lisbon, Portugal | Boston, USA), Jan-May 2022
- **MBA**, The Lisbon MBA International – Católica | Nova in collaboration with MIT Sloan (Lisbon, Portugal | Boston, USA), Jan-Dec 2021
- **Executive Master's Degree in Global Supply Chain Management Engineering** at the EPFL/IML (*Federal Institute of Technology Lausanne/Institute for the Management of Logistics*), Lausanne Switzerland, Jan-Dec 2015
- **Advanced Master's Degree in Business Administration, Economics and Finance** at HEC Geneva, Switzerland, Sept01-Jun03
- **Master's Degree in Foreign Languages Applied to International Trade** at the University of Savoy France, Oct97-Jun01

LANGUAGE AND COMPUTER SKILLS

- Fluent in 14 languages: Portuguese, Spanish, French, English, German, Italian, Serbian, Polish, Czech, Russian, Arabic, Tagalog, Japanese, Greek
- Master of MS Office (Word, Excel, PP, MS Project), SAP MM (Material Management), APO, ASCP, RR Kinaxis, Charles River, Python Anaconda Navigator, JupyterLab, VSC, HTML, CSS, JavaScript fundamentals, JavaScript DOM, JavaScript Advanced, Vite, GitHub, Bash, Netlify

RESEARCH ACTIVITIES AND ACADEMIC PAPER

- 2022: "Alternatives to a traditional IPO option", Master Thesis in Corporate Finance for the award of a Master's Degree in Business Administration, universities of Católica | Nova in collaboration with MIT Sloan, grade: 17/20

2015: "Inventory Management Optimization", Master Thesis in Supply Chain Management for the award of an Executive Master's Degree in Global Supply Chain Management Engineering, EPFL, *Federal Institute of Technology Lausanne/Institute for the Management of Logistics*, grade: 5.5/6

2003: "Strategic Human Resources Management", Master Thesis in Human Resources for the award of an Executive Master's Degree in Business Administration, university of Geneva, HEC (Hautes Etudes Commerciales/Business School of Geneva), grade: 5/6

2001: "Impact of NATO communication on Media, Politics and Public Opinion in Kosovo 1999 Civil War", Master Thesis in International Relations for the award of an Executive Master's Degree in Business Administration, university of Savoie, grade: 16/20

ADDITIONAL INFORMATION

- Part of a dance school
- Guitar and piano player
- Painting and drawing
- Triathlon
- Travels
- Ski and mountain hiking