

- ANÓNIMO

Dirección web: <http://javieragreco.micvweb.com>

Ciudad: CP: () País: -

EXPERIENCIA:

5/2012 - 10/2014 Empresa: Pfizer Descripción del puesto: Sales Force Trainer Argentina- Uruguay-Paraguay

- Organization and assembly of internal for Reps.
- Training new entrants to the sales force of all specialties.
- Responsible of the construction of training material for Reps.
- Lead monthly internal trainings for Reps.
- Participation of training projects of the entire company on biological products, pathologies for which they are used and their production.
- Creation and development of regional level trainings, dedicated to understanding Clinical trials.
- Active participation in training on handling objections, effective presentations, and conversations to stakeholders.
- Participation in team meetings to detect conflict points and develop activities.

Medical Scientific Liason. Oncology

- Fieldwork, visiting KOLs, high prescribers, medical institutions and auditors.
- Support to the sales force in the field.
- Internal training to sales force.
- Handling objections.
- Search reading and interpretation of critical material (Clinical Trials)
- Lectures at institutions, not only about our products but about all available treatments and the level of scientific evidence that supports each one of them.
- Active participation in marketing meetings and strategy development.
- Permanent interaction with the sales force so that the visits they carry out have a predefined purpose in order to maximize available resources in an effective way to achieve a positive closure.
- Participation in the detection and monitoring of IIRs (Investigational Initiated Research) that are relevant, to improve the treatment of patients with cancer.
- As part of the work in the field, I make trips to the interior of the country.
- Mapping of KOLs and high prescribers.
- Interaction with Access so that the medication prescribed by the doctor can reach the patient

10/2014 - 2/2016 Empresa: Takeda Area Profesional:Otros servicios profesionales

Descripción del puesto: Search of medical information for the assembly of the promotional material.

- Develop of promotional material with the marketing team.
- Responsible for pharmacovigilance (Drug Safety Officer), 24/7 and audits.
- Develop and of leaflets and information for patients (regulatory)
- Implementation of Risk Management plans.
- Lead the evaluation of new drugs to incorporate in the company.
- Lead Medical Information request area.
- Creation and actualization of SOP´s
- Internal Trainings to the sales force and stakeholders on products and pharmacovigilance.
- Symposia organization (ion of KOI´s, Agenda)

Drug Safety Officer (10/11 / 14-1 / 02/2016)

- Reception and evaluation of adverse events.
- Report to the person in charge of global FV.
- Report of the adverse event to ANMAT.
- Keep the procedures related to FV d according to the FV agreements with the partners and the local requirements.

- Responsible for analyzing the PV reports for signal detection.
- Responsible of Audits.

 2/2016 - 7/2018 Empresa: ALCON Descripción del puesto: Head of Medical Affairs- Argentina Cluster and Chile

Maintain and manage the levels of medical and scientific excellence in the Medical Devices Organization through the recruitment, training, implementation and development of the appropriate partners

- Represent medical and scientific interests in internal and external forums
- Functional Manager of the pharmacovigilance department
- Direct the development and execution of Medical Affairs strategies including customer / medical support to meet business objectives

Continuing Medical Education

- Monitor and approve promotional and non-promotional materials
- Relationship with KOL's to obtain feedback / clinical needs / requirements, sharing my business insights internally to internal stakeholders to build strategies.
- Implementation of Studies Initiated by the Researcher (IIT/IIS) aligned with the Global Clinical Development Plan.
- Participation in NPL working together with the commercial and access area to develop value propositions and re-bagging strategies.
- Provide strategic and tactical guidance, ensuring alignment in relation to the strategy and processes of the Medical Department and global medical issues.
- Responsible for providing and ensuring that local requirements for clinical / medical development are clearly communicated and properly incorporated into the development plans of R & D and Global Medical Affairs strategic plans.
- Ensure that medical programs are developed in compliance with the highest standards of compliance, including the development and execution of Medical Education programs, the review of promotional material and the presentation of scientific information in the Ad. Boards within the Cluster.
- Involvement in phase IV studies that are being developed in the countries that are in my scope.
- Evaluation/approve of fellowship s Programs and preceptorships, and responsible of generating the necessary documentation.
- Development of Special

 8/2018 - 10/2022 Empresa: Johnson & Johnson S.A Area Profesional:Otros servicios profesionales Descripción del puesto: Medical Affairs Senior for Southern Cluster and regional double hat for wound Closure

- Responsible for complying clinical information requests of physicians and patients about product.
- Lead Southern Cluster copy review service
- Lead Technovigilance processes and compliance (monitoring of AE, corrective actions in the cluster)
- Lead internal and external Education about product and surgical process, strategic selling, effective conversations with stakeholders.
- Evidence generation and dissemination according to the company strategy.
- Planning and execution of new product lunches with global and region.
- Lead MAF external activities according to needs detected in the field.
- Lead Medical Advisory Boards (ion ok KOL's, agenda, etc.)
- Implementation of Value-based solutions agreements (ex. Risk Sharing).
- Co-lead innovation solutions and its implementation in institutions for improving outcomes and efficiency.
- Maintain critical relations with Medical Associations & Government bodies
- Lectures in congresses.
- Analysis of Educational Grants from MAF perspective (HCC, Legal participation too), for the approval in committee.
- Lead Patient Advocacy activities

FORMACIÓN ACADÉMICA:

-Marketing y Gestion Farmaceutica

Postgrado

Marketing

Centro: UBE

3-2001medica

FP1 (Formación Profesional)

Ciencias de la Salud

Centro: UBA

ENLACES WEB RELACIONADOS:

Dirección web: <http://www.micvweb.com/javieragreco>

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Curriculum generado con <http://www.micvweb.com>
