

## FEDERICO LIPSZYC, MD. Executive MBA

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### Career Summary

I'm a senior executive medical director with more than 22 years of experience in cardiology, pharmacology, pharmaceutical industry and biosimilar medicine specialist. Leadership and business oriented to obtain results taking care of the process, empowering people and generating long-term relationships. High resolution capacity conflicts and facilitation of work in teams. Ability to solve and lead complex problems. A creative, energetic individual who has the ability to meet targets and succeed in difficult markets while managing risk and generating profitable opportunities. Team Player.

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#### **EDUCATION** Executive master of business administration (Executive MBA).

Universidad Torcuato Di Tella, Business School, 2020-2021

#### **Specialist in Clinical Pharmacology**

Universidad de Buenos Aires, School of Medicine 2009-2011

#### **Cardiology Specialist**

Universidad de Buenos Aires, School of Medicine 2002 - 2006

#### **Medical Degree**

Universidad de Buenos Aires, School of Medicine 1996-2001

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#### **PROFESSIONAL EXPERIENCE** Sr. Value and Access Manager. SANOFI (Argentina, Chile, Uruguay and Paraguay) April 2023 – current.

Lead the franchise access team to develop the strategy aligned with business priorities and execute a robust plan.

Lead the biosimilar penetration due to lost of exclusivity.

Make the budget impact model for the new launches to present in the main HMOs.

Lead the KAMs teams in order to build a strong segmentation to prioritize the main account.

Direct Reports to my position: 4.

#### **Medical Director SANDOZ (Argentina, Chile, Uruguay and Paraguay) February 2022**

Lead the franchise Medical team and represent medical franchise in the region.

Medical leadership team to develop the franchise strategy aligned with business priorities and execute it through an operational franchise medical plan.

Lead the multi functional franchise medical team to ensure optimal collaboration within the SouLat and the global teams.

Strategically influencing and collaborating with senior leaders across functions and other relevant external partners to assist in medical product plans, clinical development, scientific communications, and medical expert engagement plans.

Provide training and talent development opportunities to direct reports and manage performance reviews.

Lead and be a role model in the culture and values and behaviors of the company in all its teams

Maintain and direct the standards of medical and scientific excellence in the franchise of the region, through the recruitment, development of training and technical development of the direct reports.

Direct Reports to my position: 5.

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**Value and Access Sr. Manager AMGEN**

April 2021 – November 2021

1. Achieve or exceed income, contribution and productivity savings for the Affiliate, for the products assign to me.
2. Grow and defend the current portfolio.
  - a) Analyze net prices by payer in each channel quarterly so as to detect and maximize commercial opportunities bringing certainty about ponderate net prices of Biosimilar products.
  - b) Deliver YoY growth for this brand.
  - c) Project sales scenarios by channel focusing in defined subpopulations.
3. Continue working on the concept of account segmentation to show the shortest way to reach the targets.
4. Achieve or exceed the Forecast accuracy according to what is stated in IBP.
5. Managed the medical and market access strategy for Amgen's biosimilar, generating a revenue of 20 million per year with a profit growth of 30%

Direct Reports to my position: 5.

**Associate Medical Director General Medicine - AMGEN**

June 2019 – April 2021

Lead the immunology and rheumatology Argentina medical activities. Manage medical managers and MSLs of each of the assigned therapeutic area. Supervise the Medical manager and MSL activities prioritizing the message aligned with ethical-scientific requirement.

Direct Reports to my position: 8.

**Rheumatology and Biosimilars TA Head - AbbVie**

September 2016 - June 2019

Lead the Argentina, Uruguay, Paraguay and Chile the immunology and rheumatology medical activities of the medical Manager and MSL of each of the assigned therapeutic area. Supervise the Medical manager and MSL activities prioritizing the message aligned with ethical-scientific requirement.

Under my scope I was in charge of regulatory affairs and pharmacovigilance department.

Direct Reports to my position: 8.

**Cardiovascular Regional Medical Manager in Boehringer Ingelheim** November 2014 - September 2016

Cardiovascular Regional Medical Manager in for LATAM region, overseeing cardiovascular medical affairs activities covering Venezuela, Colombia, Ecuador, Peru, Chile, Argentina, Uruguay, Paraguay and Bolivia.

Direct Reports to my position: 8.

**Heart Failure and Transplant Program Director. Hospital Universitario Austral** June 2011 – November 2014**Coronary Care Unit Coordinator Hospital Universitario Austral** June 2006 – June 2011**Cardiology Residency. Instituto Cardiovascular de Buenos Aires. (ICBA)** June 2002- June 2006

University of Buenos Aires. School of Medicine.  
Buenos Aires, Argentina.

**internships**

June to December 2011

Observership – Fellow. Heart Failure and Trasplant Department. Mount Sinai Medical Hospital. NYC. USA

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**LANGUAGES** Spanish: Native  
English: Advanced.

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**PUBLICATIONS****Poster Presentations at Scientific Meetings**

1. Lipszyc P.S., Calabro P., **Lipszyc F.** 2001. New pharmacological strategies for an old problem: Congestive Heart Failure. *Journal of the Argentine College of Cardiology*. Vol V. Number 2. 2001.
2. Lipszyc P.S., Calabro P., **Lipszyc F.** 2005. Stroke: Prevention of recurrence by lowering blood pressure. *Journal of the Argentine College of Cardiology*. Vol V. Number 5. 2005.
3. **Lipszyc. F.** Vascular Mechanics Treatment and Hypertension. Medical Inter-Eds 2010. Chapter: Antagonists of the sympathetic nervous system. Buenos Aires, p: 761-779.
4. **Lipszyc F.** 2005 Progress of the Venous Coronary Angioplasty in Veins Bridges. XXXII Argentine Congress of Cardiology. Buenos Aires. Argentina. 2005.
5. Lipszyc P., Alesso L., Herrera R., Crespo A., Falcone S., Roldan D, **Lipszyc F.** 2006 Argentina's University Pharmacovigilance Centers Sponsored by Pharmaceutical Industry: First Year Results. World Congress of Pharmacology. Zurich. Switzerland.
6. Aldunate Leandro J.P., **Lipszyc F.**, Thierer J. 2006 Prognostic Value of Elevated Creatinine on Admission of Patients with Heart Failure. CONAREC. Buenos Aires. Argentina.

**Book Chapters**

**Lipszyc. F.** Vascular Mechanics Treatment and Hypertension. Medical Inter-Eds 2010. Chapter: Antagonists of the sympathetic nervous system. Buenos Aires, p: 761-779.

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**TEACHING** Assistant Professor of Pharmacology. University of Buenos Aires School of Medicine.  
**EXPERIENCE** Buenos Aires, Argentina. June 2002 – Current.

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