

EUROPEAN
FORMAT FOR
CURRICULUM VITAE



PERSONAL INFORMATIONS

NAME GIANFRANCO GIULIANI
FAX
E-MAIL
NATIONALITY ITALIAN
DATE OF BIRTH

WORKING EXPERIENCES

DATE	DECEMBER 1978 - MAY 1986
NAME AND ADDRESS OF THE EMPLOYER	SMITH KLINE & FRENCH SPA- VIALE ORTLES, 12 MILANO
BUSINESS SECTOR	PHARMACEUTICS
TYPE OF EMPLOYMENT	<i>SALES REPRESENTATIVE</i>
PRINCIPAL DUTIES AND RESPONSIBILITY	TO UPDATE AND TO INFORM GPs AND HOSPITAL PHYSICIAN ON THE MEDICINAL PRODUCTS OF THE COMPANY
DATE	MAY 1986 - APRIL 1991
NAME AND ADDRESS OF THE EMPLOYER	SMITH KLINE & FRENCH SPA
BUSINESS SECTOR	PHARMACEUTICS
TYPE OF EMPLOYMENT	<i>GOVERNMENT AND PUBLIC AFFAIRS ASSISTANT</i>
PRINCIPAL DUTIES AND RESPONSIBILITY	TO DEVELOP AND TO KEEP RELATIONS WITH INSTITUTIONAL AND SCIENTIFIC OPINION LEADER FOR REALIZING THE BEST WAY FOR OBTAINING THE AUTHORIZATION NEEDED TO THE COMPANY FOR COMMERCIALIZING THE MEDICINAL PRODUCTS.
DATE	MAY 1981 - APRIL 1994
NAME AND ADDRESS OF THE EMPLOYER	SMITH KLINE BEECHAM FARMACEUTICI SPA
BUSINESS SECTOR	PHARMACEUTICS
TYPE OF EMPLOYMENT	<i>HEAD OF GOVERNMENT AND PUBLIC AFFAIRS DIRECTION</i>
PRINCIPAL DUTIES AND RESPONSIBILITY	TO IMPROVE AND TO KEEP RELATIONS WITH INSTITUTIONAL AND SCIENTIFIC OPINION LEADER FOR REALIZING THE BEST WAY FOR OBTAINING THE AUTHORIZATION NEEDED TO THE COMPANY FOR COMMERCIALIZING THE MEDICINAL PRODUCTS AND TO COLLABORATE TO THE PUBLIC AFFAIRS INITIATIVES ORGANIZED BY THE COMPANY..
DATE	MAY 1994 - FEBRUARY 2014
NAME IS ADDRESS OF THE EMPLOYER	A.C.R.ANGELINI FRANCESCO S.P.A. - VIALE AMELIA,70 ROMA
BUSINESS SECTOR	PHARMACEUTICS
TYPE OF EMPLOYMENT	<i>PHARMA HEADQUARTER REGULATORY AFFAIRS DIRECTOR MEMBER OF THE EXECUTIVE COMMITTEE.</i>

PRINCIPAL DUTIES AND
RESPONSIBILITY

TAKE CARE TO OBTAIN THE AUTHORIZATIONS FOR MARKETING THE MEDICINAL PRODUCT OF THE COMPANY IN ITALY, IN EU AND NOT EU COUNTRIES AND FOLLOW THE ACTIVITIES FOR THE MAINTENANCE AND RENEWAL OF THE AUTHORIZATIONS. FIXING REINBURSEMENT AND PRICING STRATEGIES AND MANAGING HOW TO GET THE FIXED OBJECTIVES.
TO SUPPORT BD AND R&D IN STRATEGIC ANALYSIS AND EVALUATION FOR TO BUY OR TO MAKE MEDICINAL PRODUCTS WITH ADEQUATE DUE DILIGENCE ALSO IN CASE OF COMPANY ACQUISITION.
TO KEEP THE CONTACTS WITH THE INSTITUTIONAL ORGANISM FOR BETTER UNDERSTANDING THE MAINLY EVOLUTION IN THE PHARMACEUTICAL FIELD COMING FROM POSSIBLY GOVERNMENT MEASURES AND PLANNING AND DEFINING THE POSSIBLY DEVELOPMENTS IN THE MOST REGULATED AREA AND RELATING TO NATIONAL BUDGETING IN THE PRESENT AND FUTURE TIME.

DATE
NAME IS ADDRESS OF THE
EMPLOYER
BUSINESS SECTOR
TYPE OF EMPLOYMENT
PRINCIPAL DUTIES AND
RESPONSIBILITY

MARCH 2014 - DECEMBER 2015

A.C.R.ANGELINI FRANCESCO S.P.A. - VIALE AMELIA,70 ROMA

PHARMACEUTICS

*PHARMA HEADQUARTER MARKET ACCESS AND PUBLIC AFFAIRS DIRECTOR
MEMBER OF THE EXECUTIVE COMMITTEE.*

TAKE CARE OF ALL ACTIVITIES CONCERNING PRICE AND REIMBURSEMENT FOR ALL ANGELINI PERIMETER COUNTRIES DEFINING IN AGREEMENT WITH THE GLOBAL COMPANY OBJECTIVES AND REALIZE THE PRICING AND REIMBURSEMENT ACTIVITIES AS FOR THE VALUE DOSSIER DEFINITION AND FOR MANAGED ENTRY AGREEMENTS PROCEDURES. IN THE INTERNATIONAL CONTEST WAS ALSO HE DEFINED THE MOST ADEQUATE SEQUENCY FOR THE P&REI APPLICATIONS IN RELATIONS WITH THE DIFFERENT NATIONAL LEGISLATIONS AND ACTITUDES BOTH FOR HOSPITAL AND RETAIL MEDICINAL PRODUCTS IN DIFFERENT THERAPEUTICS AREA (MAINLY ONCOLOGIC, ANTI INFECTIVE, CNS, PAIN AND INFLAMMATION) SO REALIZING THE ALIGNEMENT AMONG THE HEADQUARTER AND THE ANGELINI AFFILIATES AND LICENCEES.

TO PARTICIPATE FROM THE EARLIER PHASE TO DUE DILIGENCE FOR BUYING OR MAKING HEALTH PRODUCTS ALSO IN THE REGULATORY DEVELOPMENT TO REALIZE IN THE VIEW OF THE FUTURE VALUE DEFINITION AND P&REI SUBMISSION AND ACTIVITIES. THESE EVALUATIONS WERE ALSO MADE HAVING A VIEW ON THE NATIONAL HEALTH POLITICS FOR ITALY AND OTHER COUNTRIES INFLUENCING THE REAL PRICE OF THE PRODUCTS CONSIDERING ACTUAL AND FUTURE GOVERNMENT REVISIONS (I.E. PRICE REDUCTIONS, CLAW BACK, HEALTH FUND) AND TO PREPARE GLOBAL EVIDENCE AND PHARMACOECONOMICS DATA TO FACE WITH SUCH CHANGES.

TO MAINTAIN SOLID AND COSTANT RELATIONS WITH INSTITUTIONAL AND SCIENTIFIC OPINION LEADER BY PROMOTING AND REALIZING INITIATIVES WITH THEM FOR THE COMPREHENSION OF THE BEST USE OF SOME DRUG AND THE CONSIDERATION OF THEIR REAL COST FOR THE HEALTH SYSTEM.

DATE
NAME AND ADDRESS OF THE
EMPLOYER
BUSINESS SECTOR
TYPE OF EMPLOYMENT
PRINCIPAL DUTIES AND
RESPONSIBILITY

JANUARY 2016 AT PRESENT

Dott. GIANFRANCO GIULIANI - PHARMACEUTICAL EXECUTIVE CONSULTANT
VIA Q. SELLA, 41 - 00187 ROMA

PHARMACEUTICS AND HEALTHCARE

HEALTHCARE PHARMACEUTICAL EXECUTIVE & INDEPENDENT CONSULTANT

TO DEFINE STRATEGY FOR CONSIDERING THE REGULATORY, PRICING AND REIMBURSEMENT ASPECTS TAKING CARE OF THE GENERAL HEALTH ECONOMIC SCENARIO IN ITALY AND IN EU AND NOT EU COUNTRIES.

AIFA) AND MINISTRY OF HEALTH.

TO REALIZE THE ACTIVITY FOR THE NEEDED DOCUMENTATION AND FOR COMPLYING WITH THE PROCEDURES FOR BEST ENTERING THE MARKET IN TERMS OF RECOGNITION OF THE VALUE AND TIMING TO COMMERCIALIZE FOR MEDICINAL SPECIALTIES AND OTHER HEALTH PRODUCTS AS MEDICAL DEVICES, FOOD INTEGRATOR.

TO ADVISE AND PARTICIPATE IN THE PERFORMING OF REGULATORY, MARKET ACCESS AND NEEDED DOCUMENTATION FOR HEALTHCARE PRODUCTS AS MEDICINAL PRODUCT, MEDICAL DEVICE, FOOD INTEGRATOR, COSMETIC.

TO FOLLOW AND TO PARTICIPATE IN NEGOTIATION WITH HEALTHCARE AND DESIGNED AUTHORITIES.

TO STUDY AND REALIZE PUBLIC AFFAIRS INITIATIVES IMPORTANT AND INVOLVING NATIONAL AUTHORITY AND SCIENTIFIC SOCIETIES.

EDUCATION AND FORMATION

DATE
NAME AND TYPE OF INSTITUTE
OF EDUCATION AND FORMATION

DECEMBER 16th, 1977
UNIVERSITY OF ROME " SAPIENZA"

MAIN SUBJECTS OF STUDY
EDUCATIONAL LEVEL

MOLECULAR BIOLOGY
GRADUATE DEGREE IN BIOLOGICAL SCIENCES

DATE
NAME AND TYPE OF INSTITUTE
OF EDUCATION AND FORMATION

JULY 18th, , 1984
UNIVERSITY OF ROME " SAPIENZA"

MAIN SUBJECTS OF STUDY
EDUCATIONAL LEVEL

PHARMACEUTICAL CHEMISTRY AND PHARMACOLOGY
GRADUATE DEGREE IN PHARMACY

PERSONAL COMPETENCES.

MOTHER LANGUAGE

ITALIAN LANGUAGE

OTHER LANGUAGES

ENGLISH LANGUAGE

ABILITY IN READING

EXCELLENT

ABILITY IN WRITING

EXCELLENT

ABILITY IN SPEAKING

EXCELLENT

<p>ABILITY IN READING</p> <p>ABILITY IN WRITING</p> <p>ABILITY IN SPEAKING</p>	<p>FRENCH LANGUAGE</p> <p>GOOD</p> <p>GOOD</p>
<p>ABILITY IN READING</p> <p>ABILITY IN WRITING</p> <p>ABILITY IN SPEAKING</p>	<p>SPANISH LANGUAGE</p> <p>GOOD</p>
<p>ABILITY IN RELATIONSHIPS</p>	<p>TO MAINTAIN SOLID AND CONSTANT RELATIONS WITH INSTITUTIONAL AND SCIENTIFIC OPINION LEADER AND HEALTHCARE ASSOCIATIONS.</p>
<p>ABILITY IN ORGANIZATION</p>	<p>TO COORDINATE DIFFERENT COMPANY FUNCTIONS AND STRUCTURES AND TO CREATE AN ACTIVE NETWORK OF REGULATORY AND PRICING INVOLVED PEOPLE BETWEEN THE ANGELINI COUNTRIES IN AND OUTSIDE EU.</p>
<p>TECHNICAL COMPETENCE.</p>	<p>REGULATORY, PRICING, REIMBURSEMENT, MARKET ACCESS AND DUE DILIGENCE.</p>
<p>ARTISTIC COMPETENCE.</p>	
<p>OTHER COMPETENCE.</p>	
<p>DRIVING LICENSE</p>	<p>DRIVING LICENSE TYPE A-B</p>

FURTHER INFORMATION

1994 - 2015 MEMBER OF PERMANENT REGULATORY AFFAIRS WORKING GROUP OF FARMINDUSTRIA (ITALIAN ASSOCIATION OF PHARMACEUTICAL COMPANIES)
1996 - 2010 MEMBER OF THE BOARD OF ASSOGENERICI (ITALIAN GENERIC ASSOCIATION)
2010 - 2014 MEMBER OF GENERIC COMMITTEE OF ASSOGENERICI
1996 - 2015 MEMBER OF TECHNICAL COMMITTEE OF ASSOSALUTE (ITALIAN OTC MANUFACTURERS ASSOCIATION)
SINCE 1998 UNTIL 2015 ITALIAN MEMBER OF THE AESGP REGULATORY AFFAIRS COMMITTEE.

ASSOCIATE MEMBER OF THE ITALIAN PHARMACOLOGICAL ASSOCIATION.
ASSOCIATE TO SIFEIT (ITALIAN SOCIETY FOR ECONOMIC AND ETHIC STUDIES ON DRUG)
ASSOCIATE TO SIAR (ITALIAN REGULATORY ASSOCIATION).
MEMBER OF EDITORIAL BOARD OF SIAR NEWS (MAGAZINE OF THE ITALIAN REGULATORY ASSOCIATION)
ASSOCIATE TO ITALIAN PUBLIC AFFAIRS ASSOCIATION

TEACHER IN REGULATORY AFFAIRS E , PRICING AND REIMBURSEMENT DISCIPLINES BY THE MAIN ITALIAN UNIVERSITIES:
SINCE 2000 TO 2003 AT " REGULATORY DISCIPLINES SPECIALIZATION SCHOOL " – PAVIA UNIVERSITY,
SINCE 2008 TO 2012 AT " PHARMACEUTICAL BIOTECHNOLOGY MASTER " - EASTERN PIEMONTE UNIVERSITY - NOVARA,
SINCE 2008 AT 2015 AT " DRUG REGULATORY SCIENCES MASTER " – CHIETI UNIVERSITY,
SINCE 2011 TO 2013 AT " DRUG MANAGEMENT – REGULATORY ASPECTS ADVANCED SCHOOL " – MILAN UNIVERSITY,
SINCE 2011 AT PRESENT AT MASTER " DRUG CLINICAL EXPERIMENTATION MASTER " – SAPIENZA UNIVERSITY – ROME,
SINCE 2014 AT 2017 AT " PHARMACEUTICAL MARKETING AND MARKET ACCESS MASTER " - SAPIENZA UNIVERSITY – ROME,
SINCE 2014 AT 2016 AT " REGULATORY DISCIPLINES TRAINING HIGH LEVEL COURSE " AT FARMINDUSTRIA.
SINCE 2021 AT PRESENT AT MASTER " CLINICAL RESEARCH AND MEDICAL AFFAIRS: DRUGS AND MEDICAL DEVICES " – GUGLIELMO MARCONI UNIVERSITY – ROME.

RAPPORTEUR REPEATEDLY AT NATIONAL AND INTERNATIONAL CONFERENCES ON TOPICS RELATED TO REGULATORY, PRICING AND REIMBURSEMENT MATTER.

HONORED IN 1999 WITH THE HONOR OF " OFFICER OF MERIT " BY THE PRESIDENT OF THE ITALIAN REPUBLIC.

Rome, April the 14th, 2025

