

An Cloet

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RESUME

Results-oriented, Biopharmaceutical Professional with 20+ years' experience in sales, marketing, business development, pricing, access, policy and communication.

Key skills include:

- Strategic Vision, Leadership and Implementation Skills.
 - Excellent Communication Skills
 - Strong listening skills and the ability to ask the tough questions
 - Proven ability to work collaboratively within a multidisciplinary group
 - Broad experience in multiple therapeutic domains amongst which a diverse Women's Health Portfolio (Contraception, Osteoporosis, Fertility)
 - Strong understanding of pharmaceutical research-intensive ecosystem
 - Business Development and Alliance Management
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PROFESSIONAL EXPERIENCE

MSD Belux

External Affairs Director

2019 – now

Leading the teams responsible for Patient Access and Pricing, HEOR, Patient Affairs, Governmental Affairs and Communication.

Negotiation and signing of innovative multi-year contracts with authorities for complex therapeutic domains such as oncology, providing first in class early access to patients.

Member of the MSD Belux Leadership Team.

Board Member of All.Can Belgium

Strategy Officer

2016 – 2019

Responsible for Business Development and Alliance Management, Change Management and Internal Communication.

Negotiation and signing of multi-year business development deal for the diversified brand portfolio turning loss into profitability.

Country Lead, Luxembourg

2014 – 2016

Head of cross-functional team with P&L responsibility.

Chairman of the Board of APL

2016

Marketing Director Primary Care	2008 - 2014
Responsible for analysis, strategic decisions (incl access, pricing, business development), action plans and implementation in cross-functional teams in order to deliver up to the established budgets. Broad experience in Marketing in different life-cycle stages and in multiple therapeutic domains: Launch products (Januvia, Janumet), mature products (Ezetrol, Inegy, Nuvaring, Implanon, Arcoxia, Fosavance) and off-patent products (Nasonex, Aeries, Mercilon, Marvelon, Cerazette).	
Sales and Marketing Manager	1996 - 2008
Responsibilities including strategic planning, budget management, people management, launch of first in class products.	
<u>Baxter</u>, Brussels	1996
Summer intern, Eu Pricing Department	
<u>Alza Corporation</u>, Palo Alto, US	1995-1996
Project manager in the department 'Discovery': responsible for the development of off-patent drug commercial opportunities.	

EDUCATION

Degree in Business and Administration	1994-1995
Université Catholique de Louvain, Louvain-La-Neuve	
Master of Pharmacy	1991-1994
Katholieke Universiteit Leuven, Leuven	
Bachelor of Pharmacy	1989-1991
Faculté Notre Dame de la Paix, Namur	