

CURRICULUM VITAE

NAME: KOSMIDIS MARIOS

DATE OF BIRTH: October 15th, 1964

NATIONALITY: GREEK

WORK EXPERIENCE

January 1991 to August 1993

BRISTOL MYERS SQUIBB – Pharmaceutical Company

Medical Representative

The position reported to Sales Area Manager

October 1994 to May 1995

CANA/ZENECA - Pharmaceutical Company

Area Sales Manager in OTC Division

The position reported to the Head of Sales Department

June 1995 to January 1997

Pharmanel - Pharmaceutical Company

Product Manager

The position reported to Marketing Manager

February 1997 to December 1998

MSD - Pharmaceutical Company

Product Manager for Cardiovascular Products

The position reported to Marketing Manager

January 1999 to April 2001

MSD - Pharmaceutical Company

Business Unit Director

Cardiovascular division. Turnover: ca. 25 mio Euro.

The position reported to General Manager

Total No of direct reports: 7 (2 Product Managers, 5 Regional Sales Managers)

May 2001 to January 2006

Bayer AG - Pharmaceutical Company

Sales and Marketing Director

Pharmaceuticals. Turnover: ca. 40 Mio Euro.

The position reports to Managing Director.

Total No of direct reports: 10 (3 Product Managers, 6 Regional Sales Managers, 1 Business Analyst)

February 2006 to December 2006

Bayer AG - Pharmaceutical Company

General Manager - Thailand

Pharmaceuticals. Turnover: ca. 25 Mio Euro.

The position reports to Asia Pacific Regional Head.

Total No of employees: 55

Total No of direct reports: 6

January 2007 to September 2008

Bayer AG - Pharmaceutical Company

General Manager - Philippines

Pharmaceuticals. Turnover: ca. 55 Mio Euro.

The position reports to Asia Pacific Regional Head.

Total No of employees: 465

Total No of direct reports: 8

October 2008 to present.

WinMedica Pharmaceuticals

President & Managing Director - Greece

Pharmaceuticals. Turnover: ca. 50 Mio Euro.

Total No of employees: 140

Total No of direct reports: 10

ACADEMIC QUALIFICATIONS

☐ Period 1980 to 1982: Lyceum of Ilioupolis
Athens – Greece
Graduation Grade: 18.3 out of 20

☐ Period 1984 to 1988: University of Hull.
School of Health and Welfare
BSc in Hygienic and Epidemiology
London - UK

☐ Period 1993 to 1994: University of Hull
School of Management
MBA – Master in Business Administration
London - UK

☐ Period 2000 to 2002: University of London
School of Hygiene and Tropical Medicine
MSc in Health Systems Management and Health Economics
London - UK

PUBLICATIONS - PAPERS

- A. Papadimitriou, N. Sakarellou, M. Kosmidis et al: The significance of Hypertension and Lipids on latter thromboembolic stroke in Greek population. *American Journal of Hypertension, May 2004-Vol.17, No. 5, Part 2.*
- S. Paximadas, M.Kosmidis et al: Changes of homocysteine levels after administration of folic acid: *XIIIth International Symposium on Atherosclerosis, September 28-October 2, 2003, Kyoto, Japan*
- S.Pagoni, M.Kosmidis, N.Tentolouris et al: The significance of diabetes mellitus on latter thromboembolic stroke in Greek population: *European Journal of Internal Medicine, Vol. 14, Supplement 1, September 2003*
- C.Pitsavos, M.Kosmidis et al: Risk stratification of Coronary Heart Disease in Greece. *Preventive Medicine, 2002; 35: 548-556*
- C.Pitsavos, D.Panagiotakos, M.Kosmidis: Education and Acute coronary syndromes. *Bulletin of World health Organization, 2002; 80; 371-377*
- S.Paximadas, S.Pagoni, M.Kosmidis, et al: *The significance of Hypertension on latter thromboembolic stroke in Greek population: American Journal of Hypertension, Vol. 17,N0.5,Part 2, May 2004*
- G. Kalokerinos, P. Arseni, M.Kosmidis et al: Prognostic Index for event on latter Thrombotic Stroke in Greek Population. *Poster, The American Society of Hypertension, 20th Annual Scientific Meeting and Exposition, AJH-May 2005-VOL. 18, No 5, PART 2.*
- M.Kosmidis, X. Tsarouchas et al: The lipid profile in adults with negative or positive antibody Helicobacter Pylori. *Abstracts, Atherosclerosis (Supplements), 75th Congress of the European Atherosclerosis Society, 23-26 April, 2005, Prague, Czech Republic.*

LANGUAGES AND SPECIAL SKILLS

Greek (native language) Computing

English (fluent)
Hellenic American Union

French (good)
Institute Francais d´ Athenes

PROFESSIONAL TRAINING

- Marketing overview (MSD-Madrid)
- Selling strategies (MSD-Holland)
- Market Analysis (MSD – Vienna)
- Statistical Analysis (MSD – Tel-Aviv)
- Sales Excellence: Selling skills and Targeting (MSD – Lisbon)
- Crisis management (MSD-Brussels)

OTHER SKILLS

- Use of computer (Word processing, Excel, Power point)
- Chartered Institute of Marketing: Pharmaceutical Marketing
- Cranfield University: Seminars in Operation Management
- London School of Economics (Summer School): Financial Management, Investment Appraisal and Microeconomics

INTEREST AND ACTIVITIES

**Member of : SFEE (Hellenic Association of Pharmaceutical Companies).
Vice President**

British Graduate Society of Athens
Chartered Institute of Marketing
EEFAM (Hellenic Pharmaceutical Marketing Association)
Hellenic Offshore Racing Club

Hobbies: Travelling, socializing, debating, literature, and sailing