

Curriculum vitae

Personal Data

Name Ioan Nani



Nationality: Romanian

Field of activity: Manufacture of medicines and pharmaceutical products

Work experience

Dates May 2009 - to date

Occupation or position held Chief Executive Officer

Name and address of employer Antibiotice Iași

Type of business or sector Medicines and pharmaceutical products manufacture

Main activities and responsibilities

- coordinating the development program of the new manufacture capacity for tablets, growing from 350 mill/ year to 400 mill/year;
- initializing and completing the center for research and development that lead to adding 46 new products in the company's portfolio (3 million Euro)
- the functional organization of Antibiotice by:

- establishing the Medical Unit, BIOVET Division and Risk Management
- organizing the marketing and promotion activity on therapeutic classes (CNS, cardiovascular, anti-infectives, OTC) and on national Divisions
- reorganization in view of an efficient management of costs within indirect productive activities (Commercial and logistics, Engineering and Investment)
- implementation of the management system 'Ideas are free of charge' and setting up work groups G1 - development and strategic direction of the company, G2 - strategic analysis of the product portfolio, G3 - commercial and marketing policy analysis, G4 - tracking economic and financial activity, G5 - tracking and analyzing quality assurance activities and quality control activities;
- turnover increase in stage 2009 - 2012 from 219,754 to 304,700 thousand lei;
- Development of exports by doubling exports over the period 2009 - 2012 in 60 countries, both by increasing sales of active substances on the main European markets (Germany, Switzerland, Belgium, France, UK) North America (US) Asia (Vietnam, India, Syria, Iraq, China, Jordan) and on the markets for finished products (Africa, Russia, Europe and the US);
- Developing the internal market and strengthening leadership position in the field of anti-infectives and new therapeutic classes considered valuable for the Romanian healthcare (cardiovascular, CNS, oncology);
- contributions focused on professional development of staff and increasing awareness by initiating the training program " Summer School a+" as a tool and platform for the learning and development of the employees, as well as for the practical training of students from the University of Medicine and Pharmacy and the Polytechnic Institute and a recruitment tool for future staff.
- increasing profits from 13,380 thousand RON (three million euro) in 2008 to 32.481 thousand RON (7.3 million euro) in 2012;

- contributions focused on professional development of staff and increasing awareness by initiating the training program " Summer School a+" as a tool and platform for the learning and development of the employees, as well as for the practical training of students from the University of Medicine and Pharmacy and the Polytechnic Institute and a recruitment tool for future staff
- Obtaining the FDA certification for the injectable sterile powder manufacture, as well as for the products Nafcillin for injection and Ampicillin for injection for the U.S. market;
- Obtaining Integrated Management System recertification by Lloyd 's Register Quality Assurance;
- Obtaining FDA certification for the quality management system compliance with Current Good Manufacturing Practices (cGMP), specified in the general regulations code applicable to pharmaceuticals marketed in the United States of America;
- preparation of management projects, business plans, reorganization plans for companies having financial difficulties
- Obtaining the GMP recertification issued by the National Medicines Agency for manufacturing lines: parenteral products, tablets, ointments, suppositories , capsules penicillin/nonpenicillin/cephalosporins, nystatin - active substance and GLP certification (Good Practice laboratory) for the Center for Drug Evaluation within the company;
- drafting the business plan of Antibiotic for the period 2011-2016,with the following components:
 - Internationalization of business;
 - Analysis and strategic adaptation of the product portfolio;
 - Protecting the working capital;
 - Managing the operating costs and increasing efficiency of operating activities and financial activities;
 - Adapting the human resource to strategic orientation;

- Orientation of organizational culture to innovation and performance;
- attending local exhibitions, conferences, symposia; speaker to „Romania Pharmaceutical Forum, March 14 to 15, 2012 - generic medicines within the overtaxing of the pharmaceutical market“;
- active supporter of social life and continuously involved in programs such as:
 - PRO Ruralis (scholarships for rural students)
 - “The power of facts” (supporting people with special needs
 - directing donations and charitable events to supporting education, religion, culture and sports.

Dates	February - May 2009
Occupation or position held	Vice President - in charge of managing the state shares
Name and address of employer	Authority for State Assets Recovery Government official
Main activities and responsibilities	- managing the trading companies for which the state is a majority or minority shareholder - recovery of receivables from debtors, legal entities and individuals, etc.

Dates	April - October 2008
Occupation or position held	Deputy General Manager
Main activities and responsibilities	- Supervises the activity of the following units: the Technical and Production Unit, Financial and Accounting, Engineering and Investment; provides coordination and control of the above-mentioned activities with respect to the use of financial, material and human resources; - Conceives and applies strategies and/or policies for the development of management units.

Name and address of employer	Antibiotice Iași
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Type of business or sector	Medicines and pharmaceutical products manufacture
Dates	1998-2008
Occupation or position held	CEO
Name and address of employer	Antibiotice Iași
Main activities and responsibilities	<ul style="list-style-type: none"> - Structural reorganization of the company and the establishment of new activities specific to market economics; - Preparing the company's development plans for medium and long term, in view of aligning with international standards; - Developing and implementing a sustained investment program in the company worth more than 20 million \$, resulting in the modernization and development of new production facilities and completing the environmental program. The investment program has resulted in obtaining GMP certificates for all 5 production facilities and the FDA approval, that certifies the quality of products manufactured by Antibiotice intended for the U.S. market; - Identifying and developing long-term strategic partnerships with representative companies from all over the world in over 35 countries: Germany, Holland, Belgium, China, Canada, Russia, UK, Switzerland, Australia, Brazil, Singapore, etc. - Implementing an ambitious research program aimed at assimilating over 70 new products; - Developing the domestic and international marketing component for business diversification, with an estimated gain of over \$ 50 million over the next four years; - Improving the quality assurance and quality control system to ensure the firm's credibility in the international business system;

- Improving the quality assurance and quality control system to ensure the firm's credibility in the international business system;
- HR development project in accordance with the norms of domestic and international regulatory bodies;
- An active supporter of social life, continuously involved in programs such as:
 - ✓ PRO Ruralis (scholarships for rural students)
 - ✓ The power of facts (supporting people with special needs.
 - ✓ directing donations and charitable events to supporting education, religion, culture and sports.

Dates

Occupation or position held
Name and address of employer

1994-1998

Financial executive director
 Antibiotice Iași

Main activities and responsibilities

- Implementing the new accounting system and in-house software system aligned with the new regulations in the financial-accounting field;
- Design and implementation of organizational programs in order to improve the activity in the economic unit;
- Developing a strategy in view of listing the company on the Bucharest Stock Exchange - which materialized in 1997.

Dates

Occupation or position held
Main activities and responsibilities

1993-1994

Financial auditor
 Inspection and control of financial activities within state institutions

Name and address of employers
Type of business or sector

The Romanian Court of Accounts
State financial control

Dates
Occupation or position held
Main activities and responsibilities

1991-1993
Financial auditor
Inspection and control of financial activities within the state and privately held institutions

Name and address of employers

General Directorate of Public Finances,
Iasi

Type of business or sector

Financial control

Dates
Occupation or position held
Main activities and responsibilities

1987-1990
Economist in the Production Planning department
Planning the financial and manufacture activity within the company

Name and address of employers
Type of business or sector

Antibiotice Iasi
Manufacturing medicines and pharmaceutical products

Education and formation

Dates

1981-1986

Title of qualification awarded

Economist, specialist in Industrial Economics

Principal subjects/ occupational skills covered

Management, production and labor organization, Accounting, finances, strategic planning, Commercial relations, HR management

Name and type of organization providing qualifications and training

Alexandru Ioan Cuza University, Iasi

Dates
Title of qualification awarded
Principal subjects/ occupational skills covered

1992
Chartered accountant certificate

Name and type of organization providing qualification and training

CECCAR

Level in national/ international classification

Postgraduate

Dates

1995-1996

Title of qualification awarded

Certificate of proficiency

Principal subjects/ occupational skills covered

Proficiency training program: Roumanie leadership Programme

Name and type of organization providing qualification and training

CEFRI Consortium, France

Level in national/ international classification

Postgraduate

Dates

1997

Title of qualification awarded

Certificate of proficiency

Principal subjects/ occupational skills covered

Course on The capital market and the insurance of financial resources, Salonica, Greece

Level in national/ international classification

Postgraduate

Dates

2001-2002

Title of qualification awarded

Certificate of postgraduate studies

Principal subjects/ occupational skills covered

Management and organizational culture

Name and type of organization providing qualification and training

Alexandru Ioan Cuza University, Iasi

Level in national/ international classification

Postgraduate

Dates

2001-2002

Title of qualification awarded

Certificate of postgraduate studies

Principal subjects/ occupational skills covered	Management and organizational culture
Name and type of organization providing qualification and training	Alexandru Ioan Cuza University, Iasi
Level in national/ international classification	Postgraduate

Dates	2004
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Title of qualification awarded	Certificate of proficiency
Principal subjects/ occupational skills covered	Course on the Certification of management systems

Name and type of organization providing qualification and training	TUV Reinland Berlin Branderburg, Romania
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Level in national/ international classification	Postgraduate
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Dates	2004
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Title of qualification awarded	Certificate of proficiency
Principal subjects/ occupational skills covered	Course on the Certification of management systems

Name and type of organization providing qualification and training	TUV Reinland Berlin Branderburg, Romania
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Level in national/ international classification	Postgraduate
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Dates	2006
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Title of qualification awarded	Certificate of proficiency
Principal subjects/ occupational skills covered	Training as a specialist in organizing the Occupational Health and Safety activity

Name and type of organization providing qualification and training	ITM Iasi
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Level in national/ international classification

Postgraduate

Personal skills and competences

Native language Romanian

Other languages

Self-evaluation	Understanding		Understanding		Writing
European level (*)	Listening	Reading	Spoken interaction	Spoken production	
English	Proficient user	Proficient user	Proficient user	Proficient user	Proficient user
French	Proficient user	Proficient user	Independent user	Independent user	Proficient user

(*)Common European Framework of Reference for Languages

Organizational/managerial skillsA very good organizer of activities in large organizations

Leadership skills

Computer skills Proficient in Microsoft Office

Additional information

- Founder member of UGIR 1903
- National Vice-president of UGIR 1903 during 1998 to 2003
- President of UGIR Iasi in years 1998-2006
- Founder member of the Association of Businessmen (AOA) Iași and president of the association in 2002 - 2004
- “The image of quality”- Diploma of Honour awarded by PRO TV Iasi
- Diploma for outstanding achievements in the development of the city and county of Iași awarded by Iasi County Council

- Diploma for outstanding activities affecting children awarded by UNICEF, 1996
- Manager of the Year in 2006 awarded by the local press, Iași
- Manager of the Year 2007 awarded by the local organization of the Liberal diplomatic party
- Patriarchal Order "Stefan cel Mare " for outstanding achievements in the development of Romanian society - granted by the Patriarch of the Romanian Church, His Beatitude Daniel
- Chairman of the Centre for improving the technical and vocational education, the NE area
- Founder and board member of the Chamber of Commerce and Industry Iași
- Member of the Diocesan Assembly of the Metropolitan of Moldova and Bucovina
- Member of the Diocesan Council of the Metropolitan of Moldova and Bucovina Awards received by Antibiotice in office 2009 - 2011:
 - ✓ Chamber of Commerce and Industry: National Award for pharmaceuticals
- National Association of Exporters - Importers of Romania 2010 - Award of Excellence for export growth and 2011 - trophy for the most dynamic manufacturer and exporter of Romanian drugs and export growth during the crisis
- Awards received as the manager of Antibiotice in the period 2009 - 2011
 - ✓ diploma for participation in the celebration of Children's Day, 2009 edition, awarded by the Metropolitan of Moldova and Bukovina"
 - ✓ "Made in Iasi" program initiators grant an Anniversary Diploma for efforts to maintain and raise the reputation of Antibiotice in the country and in the world
 - ✓ The University of Agricultural Sciences and Veterinary Medicine "Ion Ionescu de la Brad" awards a diploma for the 50 years anniversary of veterinary medical education
 - ✓ The Association " Investors Club 01" grants the award of excellence for contributing to business development in Romania, Iași 2011.