



## **DARIUS AGAFITEI**

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### **CAREER HIGHLIGHTS**

International Sales and Business Development Specialist, with strong Strategic and Leadership capabilities, good Commercial Sense and extensive Operational knowledge. Highly analytical and strong strategic planning capabilities proved during the projects developed (sales, out-licensing, in-licensing, contract manufacturing, research & development,) and the participation in the Management Committees. Experienced in managing complex projects and teams.

### **SKILLS AND CAPABILITIES**

- ✓ Entrepreneur way of thinking, self-motivated with unrivalled drive and energy, with a readiness to take on tough Challenges;
- ✓ Very Focused on Business Partnering;
- ✓ Strong Strategic, Planning and Leadership skills;
- ✓ Innovative Thinker and Proponent of Continuous Improvement, Business Process Thinking;
- ✓ Results driven and action-oriented;
- ✓ Keen financial and business analytical sense;
- ✓ Good organizational skills and interpersonal relations having been exposed to all levels of the organization;
- ✓ Experienced in handling diverse cultures having had close interaction with different business partners in many countries;
- ✓ Ability to manage difficult client and/or financial situations
- ✓ Good people management abilities having supervised people for the last 10 years

### **PROFESSIONAL HISTORY**

Sep. 2020 to Present

**Antibiotice S.A. Iasi, Romania**

Position: **Business Development Director (sales, in-licensing, out-licensing, contract manufacturing, projects)**

Key Responsibilities

- Improve YoY revenue of the company from external markets by double digits
- Plan, draft and execute annual business plans and revenue projections to establish budgets and targets;
- Identify new partners to develop Sales, Distribution, Out-Licensing, In-licensing, Contract Manufacturing projects;
- Establish and maintain professional business relationships with business partners;
- Identify new business opportunities in order to generate revenue, profit and help the business grow;
- Develop and execute business strategy to expand existing client revenue and close new business;
- Combine business development/sales and scientific/technical experience in the CDMO industry with an existing customer network;
- Generate, evaluate and assess contract development and manufacturing opportunities within the pharma industry. Develop and maintain customer relationships to build sustainable and growing revenue streams.
- Experience/understanding of the proposal development process, business quotes, budgeting, and managing to defined timelines;
- Develop, coordinate and implement projects designed to increase existing business;

- Negotiate and implement the projects with complex teams of specialists from other departments: Research Development, Quality Unit, Regulatory Affairs, Production, Financial, Legal, Portfolio Management;
- Develop a strong working relationship with internal stakeholders and management leadership;
- Negotiate and close high value projects;

Jan. 2016 – Aug. 2020

**Antibiotice S.A. Iasi, Romania**

**Position: Export Manager Finished Dosage Forms**

#### Key Responsibilities

- Design the new organization chart to support the development of the teams and business;
- Coordinate of the entire company's export finished dosage forms and different business models;
- Identify new business opportunities on various markets and recommend the strategy for entering new markets or for developing existing ones;
- Analyze new opportunities in terms of profitability allocated resources, budgets, implementing time, risks;
- Negotiate and implement the projects with complex teams of specialists from other departments: Research Development, Quality Unit, Regulatory Affairs, Production, Financial, Legal;

#### Related Achievements

- **Increased the company's turnover on international markets to 20 million USD in 2019, from 7 million in 2014;**

#### Further achievements

- Set-up the Representative office of Antibiotice in Ukraine (2018)
  - o Establishing the Portfolio of products to be registered, with high potential in Ukraine;
  - o Hiring of the necessary personnel: Country Manager, Regulatory Affairs Specialists, Key Account Manager, Medical Representatives;
  - o Set up Standard Operating Procedures according to the company procedures and local regulations;
- Set-up the Representative Office of Antibiotice in Vietnam (2016)
  - o Evaluate the market potential, identify the reliable partners
  - o Create the market access strategy for the products selected to be registered and marketed;
  - o Hiring of the necessary personnel: Country Manager, Key Account Manager, Medical Representatives;
  - o Set up Standard Operating Procedures according to the company procedures and local regulations;
- Set-up the Representative Office of Antibiotice in Republic of Moldova (2015)
  - o Hiring of necessary personnel: Country Manager, Key Account Manager, Medical Representatives;
  - o Set up Standard Operating Procedures according to the company procedures and local regulations;
  - o Increase the profitability of the business based on commercial policies agreed with the distributors, price policies negotiated with the authorities;
- Together with my team, we managed a customer portfolio of approximately 70 partners in more than 40 countries worldwide;

Nov. 2014 – Jan. 2016

**Antibiotice S.A. Iasi**

Position: **Area Sales Manager Europe and CIS Countries, Export Department**

Key Responsibilities

- Managed to build, propose and implement the sales strategy for finished dosage forms in the assigned areas;
- Business Development with prospective Pharma principals;
- Spearheaded the Strategic Planning and Budget Process;
- Responsible for Management reporting, sales reporting (i.e. monthly, quarterly and annual), quarterly sales incentive calculation and the annual sales targeting process.

Related Achievements

- Increased the export from 2,8 million USD in 2014 to almost 4,5 million USD in 2015;
- Managed a customer portfolio of approximately 35 products and 40 partners in 20 countries;

Jan. 2005 – Oct. 2014,

**Antibiotice S.A. Iasi**

Position: **Procurement Specialist for Active Pharmaceutical Ingredients** – Purchasing Department

Key Responsibilities

- Responsible for the company's acquisitions of the APIs from suppliers worldwide;
- Managed a customer portfolio of approximately 80 products, from 60 companies in more than 30 countries;
- Identified and proposed new APIs suppliers for the Research and Development Projects;
- together with colleagues from R&D Unit and QA/QC Unit, I was involved in auditing and qualifying the supplier for production and for R&D projects;

Nov. 2003 - Jan. 2005

**S.C. Antibiotice S.A. Iasi**

Position: **Sales Analyst - Export and Import Department**

Key Responsibilities

- Responsible to analyze data to evaluate monthly and annual sales goals, quotas and forecasts for the company's external operations;

**PROFESSIONAL QUALIFICATIONS**

2003 - 2004 **“Al. I. Cuza” University, Faculty of Economics and Business Administration**

Post University studies at “Economics and Business Administration” Department - **Marketing Specialization**

1998 - 2003 **“Al. I. Cuza” University, Faculty of Economics and Business Administration**

Economics and Business Administration Department - **Business System Information Specialization**

Participated in various trainings and seminars in areas of Negotiation, Selling skills enhancement, Supply Chain Management and Leadership.

Various trainings, in Sales, Business development Communication, Time Management, Incoterms 2010, Marketing, Regulatory Affairs, GMP, plus other internal as well as external seminars and courses.