



# Aurelia Talpos

Date of birth: | Nationality: Romanian | Phone number: | Email address:

Address:

## WORK EXPERIENCE

04/1994 – CURRENT Bucharest, Romania

### MEDICAL DIRECTOR COSMO PHARM

#### Strategy and Commercial Development:

- Designed and implemented commercial and development strategies to strengthen market position and increase Cosmo Pharm's market share.
- Analyzed industry trends and competition to identify growth opportunities and adapt strategies accordingly.
- Directed efforts towards innovation and product development to meet customer needs and maintain a competitive edge.

#### Customer and Partner Relations:

- Built and maintained close relationships with key customers and strategic partners to ensure customer loyalty and enhance collaborations.
- Negotiated advantageous commercial contracts and agreements to improve financial performance and expand the business portfolio.

#### Operations and Supply Chain Supervision:

- Ensured efficiency and compliance of daily operations, from production to distribution and logistics.
- Managed the supply chain to optimize inventory and ensure prompt and efficient delivery of products to customers.

#### Performance and Human Resources Management:

- Recruited, developed, and led a team of talented specialists, ensuring each member contributes to organizational goals.
- Assessed and improved team performance through constant feedback, training, and personalized development plans.

#### Regulatory Compliance and Quality:

- Ensured compliance with all relevant quality regulations and standards in the pharmaceutical industry, including GMP and ISO.
- Implemented quality assurance systems and compliance procedures to guarantee product safety and effectiveness.

#### Financial Analysis and Budgeting:

- Monitored the company's financial performance, preparing reports and analyses to identify trends and opportunities for profitability improvement.
- Developed and managed annual budgets, performing analyses and adjustments to optimize the use of financial resources and achieve established goals.

## EDUCATION AND TRAINING

1987 Bucharest, Romania

### MASTER'S IN MEDICINE University of Medicine and Pharmacy "Carol Davila"

1987 Bucharest

### LICENSE IN MEDICINE University of Medicine and Pharmacy "Carol Davila"

1981 – 1987 Bucharest, Romania

### GENERAL MEDICINE University of Medicine and Pharmacy "Carol Davila"

## ● LANGUAGE SKILLS

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Mother tongue(s): **ROMANIAN**

Other language(s):

	UNDERSTANDING		SPEAKING		WRITING
	Listening	Reading	Spoken production	Spoken interaction	
<b>ENGLISH</b>	C1	C1	C1	C1	C1
<b>FRENCH</b>	A2	A2	A2	A2	A2

*Levels: A1 and A2: Basic user; B1 and B2: Independent user; C1 and C2: Proficient user*

## ● DIGITAL SKILLS

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Microsoft Word | Microsoft PowerPoint | Video Conferencing (Zoom, Teams, Skype, Webex) - Advanced | Social Media / Social Network