Radchenko Iryna



BUSINESS DEVELOPMENT DIRECTOR, MANAGER, HEAD OF EXPORT

13 червня 2022 Місто: Київ

Вік: 42 роки
Режим роботи: повний робочий день, вільний графік роботи, віддалена робота
Категорії: Медицина, фармацевтика, Керівництво, Торгівля, продажі, закупівлі

✔ Перебуваю в шлюбі ✔ Є діти ✔ Готова до відряджень

Увійдіть або зареєструйтеся на сайті як роботодавець, щоб бачити контактну інформацію.

Опис

Professional Summary

Enthusiastic Business Development Manager with 16-year experience including vertically integrated projects and in-licensing cooperation, dedicated employee with high integrity, strong work ethic, great leadership skills and exceed goals

Skills

- Influencing and negotiation skills on different levels
- Interpersonal communication
- Analytical knowledge
- Strategic partnership oriented
- Market research
- Excellent organization skills
- Project management
- Fast decision making
- Result-oriented
- Stress-resistant
- Independent, self-organized
- Self-initiative taking, reliable, flexible
- Computer skills

Work History

Export Director, Commercial Unit 05/2021 to 06/2022

“Pharmaceutical Firm “Darnitsa” JSC – Kyiv, Ukraine

Export strategies and activities for foreign markets design and implementation.

Search of potential partners on foreign markets and compilation of partners databases.

Presentations of the company's products, organization and participation in international exhibitions, trade shows and events.

Foreign market monitoring aimed at finding new markets and sales channels, competitors, international market trends, assessing the prospects of international markets.

Monitoring of existing and prospective markets, assistance in identification of appropriate business opportunities and reviewing of company products.

Supervision of efficient working of sales staff, ensuring of compliance to export objectives, design of sales strategies according to customer requirement.

Development and maintenance of professional relationships with agents and clients, improvement of collaboration with partners.

Ensuring activities according to customer specifications and assist business partners to design efficient distributing strategies for customers and ensuring compliance to local regulations.

Administration of goods export, ensuring of compliance to organizational policies and procedures, monitoring of financial and currency processes, transactions.

Analysis and planning of sales, attracting new customers, maintaining current relationships with existing customers.

Evaluation of reports submitted by sales staff, recommendation of appropriate changes if required and maintain operational records to prepare project sales and establish profitability in organization.

Preparation of effective business plan for projects to achieve required product volume and profit, organization of market plans to suit all customer requirements, preparation of budgets.

Determining the optimal sales policy.

Head of Markets Development Department, Business Development Unit 01/2016 to 05/2021

Farmak JSC – Kyiv, Ukraine

Materials and proposals preparation for strategy formulation and company business planning with further implementation

Sales and production campaigns planning

R&D of new products planning including projects economic efficiency calculations

Complex analysis and tendency of foreign markets organization with further launching of finished products.

Development and implementation of API strategy (own production)

Contract manufacturing strategy control and implementation, proposals for optimization of production capacity preparation, learning of the best world practices.

Organization of products registration process on foreign markets

Negotiations with potential and existing partners. Partners selection according to approved criteria.

Choosing and approving of relationship forms with foreign partners. Preparation, approving of agreements on confidentiality, contract manufacturing and supply, licensing with foreign partners.

Control of obligations fulfillment by foreign partners.

Project management under strategic products (development of project concept, creation and agreement of project documentation; planning, budgeting, resourcing; implementation of works according to approved planes; budget management; generation of project team and organization of work; coordination of work with external specialists; risk management; project decision making; meetings; change management)

Organization and participation in worldwide pharmaceutical exhibitions, B2B meetings, conferences for new business contacts and opportunities.

Department human resource (recruitment and selection, career planning, planning of specialists personal development, KPI creation, formulation of effective compensation and stimulation system). Improvement of forms and processes in department

Company presentation in state bodies, ambassadors, to foreign partners on conferences, meetings, events.

Head of Out-Licensing Sector, Business Development Department. 10/2011 to 01.2016

Farmak JSC – Kyiv, Ukraine

Planning of sector activities, materials preparation for company business-planning

Budgeting (sales and expenditure items) of sector

Production planning

Information providing and proposals preparation for product registration planes. Calculation of financial performance over export planes realization.

Search of new partners. Development of criteria for new partners choosing.

Negotiations with existing and new partners.

Registration and actualization of distributor list.

Choosing of relationship forms with foreign partners

Preparation and approval of agreements on confidentiality, contract manufacturing and supply, licensing with foreign partners

Control of obligation fulfillment by foreign partners.

Organization and participation in worldwide pharmaceutical exhibitions.

Business Development Manager of Out-Licensing sector, Business Development Department, 11/2006 to 10/2011

Farmak JSC – Kyiv, Ukraine

Activities planning, reports preparation

Preparation of data for sector budget

Negotiations with existing partners and potential partners

Search of new potential partners

Preparation of agreements on confidentiality, contract manufacturing and supply, licensing with foreign partners

Provide data for presentation preparation

Organization of company participation in worldwide exhibitions

Preparation to meeting with foreign partners

Coordination of fulfilments by foreign partners.

Preparation of documents for shipment of finished products

Provide data for production plans

Analysis of foreign pharmaceutical markets

Coordination of partners orders fulfillment between different departments of company

Daily monitoring of partners request for products (prices, volumes, registration requirements)

Preparation of promo materials to partners

Preparation and execution of business trips

Issuing of minutes during meetings.

Operation work with sector documentation in accordance to company standards.

Education

Master of Foreign-Economic Activity: Management of International Business, 2006

Interregional Academy of Personnel Management – Kyiv, Ukraine

Specialist: Pharmacist, 2018

Bogomolets National Medical University – Kyiv, Ukraine

Trainings

Andante (Business Workshop): Personal Growth Strategy, 2007

SCTIPTUM (Social Centre for Reflexive Psychological Trainings of United Methodologies): Management of Own Activities, 2009

SCTIPTUM (Social Centre for Reflexive Psychological Trainings of United Methodologies): Conflict Management, 2012

SCTIPTUM (Social Centre for Reflexive Psychological Trainings of United Methodologies): Team Interaction, 2012

SCTIPTUM (Social Centre for Reflexive Psychological Trainings of United Methodologies): Project Management, 2012

SCTIPTUM (Social Centre for Reflexive Psychological Trainings of United Methodologies): Communication Skills Formation, 2012

Project Management Institute/GREP PMI: Outlines of Project Management, 2013

LvBS (Lviv Business School): Time for Team, 2014

Partnership Academy: School of Leaders, 2015

Victoria Berezina (Business&People): Leadership and Team Management, 2017

Victoria Berezina (Business&People): Tools for Personal Efficiency of the Leader, 2017

Victoria Berezina (Business&People): Art of Management: Operational and Tactical Management, 2017

Victoria Berezina (Business&People): Management in coaching style, 2017

Live Management: Effective Communication. Conflict Management, 2018

Sales Vector (Consulting Group): Strategic and Commercial Thinking, 2018

NewRealGoal: Emotional Intelligence in Leadership, 2019

Deloitte Academy: Project Management and Operations, 2019

LeaderWay: Leader 3.0, 2019

PharmSpeaker (Live&Online Seminars): School of Regional Managers, 2019

Harvard Medical School: HMX Fundamentals – Physiology, 2021

Additional Information

Experience in vertically integrated cooperation, manager of first generic launching in EU project. Product was shipped to Germany next day after patent expiry.

Near 5 in-licensing projects - launching of products in-bulk on the market of Ukraine

Involved in M&A activity

Member of IBP Project implementation

Excellent organization of 90-year anniversary of company, Madrid, Spain