

FORMATO EUROPEO  
PER IL CURRICULUM  
VITAE



PERSONAL INFORMATION

Name	DAMELE, FRANCESCO
Address	22, VIALE DELL'INNOVAZIONE. 20126, MILANO, ITALY
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E-mail	francesco.damele@gmail.com
Nationality	Italian
Date of birth	17/08/1981
Gender	Male

JOB EXPERIENCE

- |                         |   |
|-------------------------|---|
| • Date (from – to)      | From 01/09/2020 to date   |
| • Company               | Sanofi Srl, Viale Bodio, Milan (MI)   |
| • Industry              | Pharmaceutical Industry   |
| • Title                 | <b>Value &amp; Access Head</b>  |
| • Main responsibilities | <ul style="list-style-type: none"><li>• Leading a team of 9 people across entire portfolio (pharma &amp; vaccines)</li><li>• Responsible for market access strategy definition and implementation: evidence generation, HTA dossier, negotiation strategy, regional and local access plans, payer value narrative &amp; stakeholder engagement</li><li>• Member of Global functional network for Early Pipeline and Horizon Scanning</li><li>• External stakeholder management</li><li>• Member of Market Access Leadership Team</li><li>• Member of HTA EU Working Group within Sanofi</li><li>• Member of the Trade Association Working Groups</li><li>• Managing Price &amp; Reimbursement and Negotiation with the National Health Service Agency</li></ul> |
| • Date (from – to)      | From 01/09/2017 to 01/09/2020   |
| • Company               | Sanofi SpA, Viale Bodio, Milan (MI)   |
| • Industry              | Pharmaceutical Industry   |
| • Title                 | <b>Market Access Coordinator</b>  |
| • Main responsibilities | <ul style="list-style-type: none"><li>• Leading the market access functions:<ul style="list-style-type: none"><li>○ Pricing</li><li>○ HEOR (RWE)</li><li>○ Value and Access</li></ul></li><li>• Member of the European Market Access Heads Network</li></ul>  |

- Member of the Trade Association Working Groups
- Managing Price & Reimbursement and Negotiation with the National Health Service Agency

• Date (from – to)	From 01/01/2017 to 30/08/2017
• Company	Sanofi SpA, Viale Bodio, Milan (MI)
• Industry	Pharmaceutical Industry
• Title	<b>Value and Access Lead</b>
• Main responsibilities	<ul style="list-style-type: none"> <li>• Leading market access process' and projects in the Cardiovascular and Diabetes therapeutic area</li> <li>• Responsible of the launch of new compound in CV disease: <ul style="list-style-type: none"> <li>○ Lead cross-functional team to build the Price&amp;Reimbursement Dossier and negotiation toolkit</li> <li>○ Set the HEOR evidence plan;</li> <li>○ Coordinate and monitor the access at regional and local level</li> </ul> </li> <li>• Leading the implementation of the formative program "Market Access Academy" to train internal functions and improve internal competence on health-economics, pricing and health system governance</li> </ul>

Date (from – to)	From 01/08/2016 to 31/12/2016
• Company	Europe Janssen-Cilag, Via Michelangelo Buonarroti, Cologno Monzese (MI)
• Industry	Pharmaceutical Industry
• Title	<b>Europe Health Economics, Market Access and Reimbursement Manager - Oncology/Hemathology</b>
• Main responsibilities	<ul style="list-style-type: none"> <li>• Responsible for the Market Access, Pricing and Reimbursement of the therapeutic areas;</li> <li>• Member of the EMEA cross-functional team;</li> <li>• Project Leader of the strategic work-stream on combination therapies, main duties: <ul style="list-style-type: none"> <li>○ Coordinating the work regarding initiatives in PHARMA Associations sharing best practices;</li> <li>○ Pricing/Go-to-market strategies definition;</li> <li>○ Keep track competitor combination pricing strategies across EMEA region including contacts with countries</li> <li>○ Supporting operating companies in strategy regarding countries combination negotiations</li> </ul> </li> </ul>

• Date (from – to)	From 01/07/2013 to 31/07/2016
• Company	Janssen-Cilag, Via Michelangelo Buonarroti, Cologno Monzese (MI)
• Industry	Pharmaceutical Industry
• Title	<b>Health Economics &amp; Outcomes Research Manager (HE&amp;OR)</b> <b>Dual position: Health Economics, Market Access and Reimbursement Manager Infectious Disease (HEMAR)</b>
• Main responsibilities	<ul style="list-style-type: none"> <li>• Implementation and coordination of the "Outcomes Research &amp; Solution Plan"</li> </ul>

- Responsible of the HE&OR Publication Plan
- RWE Plan definition in collaboration with Medical Affairs Department
- Member of the EMEA RWE functional network
- Methodological support to identify key evidences to support HTA and the Value Story for the key brands (ID, CNS, Immunology, Hematology, Diabetes)
- Lead the definition of the operative framework to build and implement Outcomes Research Evidence
- Coordinate the Due Diligence process on preferred providers and RWE Scan
- Responsible for the Market Access, Pricing and Reimbursement of the Infectious Disease therapeutic area:
  - National and Regional Dossier
  - Value Story
  - Health Economics modelling
  - PDTA/HTA Assessment
  - Pricing scenarios and strategies
  - Real World Evidence

• Date (from – to)	From 01/01/2009 to 30/06/2013
• Company	Janssen-Cilag, Via Michelangelo Buonarroti, Cologno Monzese (MI)
• Industry	Pharmaceutical Industry
• Title	<b>Customer Insights &amp; Operations Team Leader</b>
• Main responsibilities	<ul style="list-style-type: none"> <li>• Managing a team of 7 people.</li> <li>• Dual Citizenship Europe CRM and Change Management TEAM</li> <li>• Dual Citizenship Europe Competitive Intelligence Team</li> <li>• Responsible for HIV and HCV:               <ul style="list-style-type: none"> <li>○ Market Research</li> <li>○ Customer Plan</li> <li>○ Strategic Planning</li> <li>○ Competitive Intelligence</li> <li>○ Sales Force Effectiveness, Sizing and Deployment</li> <li>○ CRM</li> </ul> </li> <li>• Managing the development and implementation of services to customers on Lean Six Sigma methodology</li> <li>• Project Leader of the EMEA Scenario Analysis on Field Force future needed capabilities</li> </ul>
• Date (from – to)	From 01/01/2009 to 01/01/2012
• Company	Janssen-Cilag, Via Michelangelo Buonarroti, Cologno Monzese (MI)
• Industry	Pharmaceutical Industry
• Date (from – to)	From 05/09/2005 to 01/01/2009
• Company	Janssen-Cilag, Via Michelangelo Buonarroti, Cologno Monzese (MI)
• Industry	Pharmaceutical Industry

• Title	<b>Statistic Professional</b>
• Main responsibilities	<ul style="list-style-type: none"> <li>• Sales Force Effectiveness: Sales Force Sizing, Territory Design,</li> <li>• Sales Reporting (IMS), CRM Data Mining</li> <li>• Segmentation and Targeting</li> <li>• Process Excellence – Six Sigma</li> <li>• Support to Local implementation of the CRM system</li> </ul>

<b>CONFERENCES</b>	<p>AIES Webinar “Il ruolo delle evidenze nelle strategie di accesso e pricing: gli effetti delle linee-guida sulle imprese”, April 2021</p> <p>“Seventh Workshop on drug pricing” Rome, September 2021</p> <p>ISPOR Rome Congress 2021 and 2022 Oral Presentation on Health Economics Evaluation</p>
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<b>LIST OF PUBLICATIONS</b>	<p>“Early Treatment in HIV Patients: A Cost–Utility Analysis from the Italian Perspective” Andrea Marcellusi, Clinical Drug Investigations, DOI 10.1007/s40261-016-0382-2</p> <p>“Early Treatment in HCV: Is it a Cost-Effective Option from the Italian Perspective?” Marcellusi, Viti, Damele, Cammà, Taliani, Mennini - CEIS Working Paper No. 370 , March 2016 – Oral Presentation EuHEA Hamburg 2016, Clinical Drug Investigation 27 May 2016.</p> <p>“Optimizing interferon-free therapy in genotype 1 HCV using NS5A resistance testing: Cost utility analysis from the perspective of the Italian NHS”  Francesco Damele; Kirsten Westerhout ;Walter Bouwmeester ;Inge Duchesne;Marta Pisini;Marjanne Piena; Beatrice Gueron;Maarten Treur –  Poster Presentation 4th European Workshop on HIV &amp; Hepatitis  ClinicoEconomics and Outcomes Research 2017:9 1–10</p> <p>“Cost-effectiveness of bedaquiline in MDR and XDR tuberculosis in Italy”  Luigi R. Codecasa, Mondher Toumi, Anna D’Ausilio, Andrea Aiello, Francesco Damele, Roberta Termini, Alessia Uglietti, Robert Hettle, Giorgio Graziano &amp; Saverio De Lorenzo  Article: 1283105   Received 07 Nov 2016, Accepted 22 Dec 2016, Published online: 17 Feb 2017</p> <p>“Economic impact of alirocumab in the management of primary hypercholesterolemia or mixed dyslipidemia: an Italian perspective”  Marocco, Stanisic, Fanelli, Damele, Colivicchi  Poster Presentation PCV35 ISPOR EU Congress, Glasgow 2017  Full Paper GRHTA</p>
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## EDUCATION

- Date (from – to) Sept, 2017 – Feb 2019
  - Institution SDA Bocconi
  - Subject Talent Executive Program
  - Certificate TEP Certificate SDA Bocconi
  - Level (if any)
  
- Date (from – to) July, 2014
  - Institution University of York – Centre for Health Economics
    - Economics evaluation in healthcare.
    - Principles and parameters
    - Modelling
  - Certificate York Expert workshop in the Socio Economic Evaluation of Medicines
  - Level (if any)
  
- Date (from – to) From 2008 to 2010
  - Institution Six Sigma Training Johnson& Johnson
    - Lean Thinking
    - Six Sigma methodologies
    - Process optimization
    - Value stream mapping
    - Design of experiment.
  - Certificate Black Belt
  - Level (if any)
  
- Date (from – to) From 09/2000 to April 2005
  - Institution Università Commerciale “Luigi Bocconi”, Anno Accademico 2003/2004
    - Statistics
    - Econometrics
    - Political Economics
    - Development economics
    - Macro-economics
    - Management
    - Business Administration
  - Certificate Laurea in Scienze Economiche, Statistiche e Sociali – 110/110 cum Laude
  - Level (if any) Laurea
  
- Date (from – to) From 09/1995 to June 2000
  - Institution Liceo Scientifico Statale “Giulio Casiraghi” - Cinisello Balsamo (Milano)
    - Mathematic
    - Physic
    - Chemistry
    - History

- Philosophy

- Certificate
- Level (if any)

Diploma Maturità Scientifica - 80/100  
Diploma di Scuola Superiore

## PERSONALS SKILLS

### LANGUAGE

Italian

### OTHERS

- Reading
- Writing
- Speaking

English (BEC Higher Certificate, BEC Vantage Certificate)  
EXCELLENT  
EXCELLENT  
EXCELLENT

### RELATIONAL SKILLS

Team Leader  
Emotional Intelligence  
Innovation  
Results Orientation

### ORGANIZATIONAL SKILLS

Leading a team of 6 people  
Cross-functional team management.  
Matrix collaboration  
Strategic thinking

### TECNHICAL SKILLS

OS Windows 95/98/2000 and Windows XP, Office Suite Word, Excel, Power Point, Visio. SPSS, Minitab Neural Connection, Answer Tree, Stata, Eviews, Crystal Ball, TLAB, Business Object, Visual Basic

### ARTISTIC SKILLS

Flute, 3 years advanced school

### OTHER

Playing football, tennis, swimming, running, skiing; rock music; literature

### LICENSE

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### NOTES

Summer Campus Abroad July 2003, VSE "University of Economics" – Prague on Marketing.

2008 Story Telling and Public Speaking training

DATA MILANO, 2/11/2023

FIRMA

