

PATRIK JOSEF GRANDITS

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EXECUTIVE SUMMARY

- Experienced in management & set up / implementation of national, regional and global operations in leading pharmaceutical companies and biotech start ups
- Areas of expertise include Immunology, Oncology (Breast Cancer / AML), Specialty / Hospital Business, Rare disease / Orphan drugs and Medical Devices & Biosimilars

PROFESSIONAL EXPERIENCE

06/2020-current

**VP, General Manager DACH
Apellis Germany GmbH**

Reporting to: SVP, GM International Region, Apellis Inc

Responsibilities

- Anticipated P&L: Over \$400.000.000 / Headcount: 60 (launch year 2023/2024)
- Leading & building the DACH region and contributing to the international business expansion
- Launch readiness preparation for APL2 in various indications (including PNH, GA)
- Member of the International and Global Executive Leadership Team
- Creating enduring value & implementing a sustainable business model for the DACH region
- Driving a culture of integrity, collaboration, accountability & innovation where empowerment and people management / development are key to our success

11/2016- 05/2020

**Head / GM Europe Oncology Commercial
Daiichi Sankyo Europe GmbH, European HQ, Munich, Germany
Reporting to: SVP, Head Oncology Europe**

Responsibilities

- P&L: \$5.000.000 to \$300.000.000 / Headcount at launch: 80, in 2022: Over 200
- Development & Implementation of the Oncology Business Set up in Europe (Breast Cancer, AML)
- Leading all Oncology country organizations across Europe (Centralized BU Structure)
- Commercial P&L responsibility for the European Oncology BU
- Innovation Lead Daiichi Sankyo Europe GmbH (reporting line CEO Europe)

03/2018 – 05/2020

**General Manager, Nordic Region Daiichi Sankyo
Daiichi Sankyo Nordics ApS, Nordic HQ, Copenhagen, Denmark
Reporting to: CEO Europe, Daiichi Sankyo Europe GmbH**

Responsibilities

- P&L: \$1.000.000 to \$40.000.000 / Headcount: 28
- Leading & building the Nordic operations from scratch (on an assignment basis) whilst in parallel leading the Oncology Commercial Department in Europe
- Launch readiness preparation for a potential global blockbuster (Enhertu) in various indications (Her2+ breast cancer and lung cancer) and Quizartinib in secondary AML

01/2015-11/2016

**Head Global Operations & Portfolio Strategy Oncology
Novartis / Sandoz
Reporting to: Global Head Oncology**

Responsibilities

- P&L: \$600.000.000 to \$850.000.000 / Headcount: Direct: 9 / Indirect: Over 150
- Responsible for strategic operations of the Global Oncology franchise (Co-Chair R&D board)
- Accountable for the Global P&L and Global Portfolio Strategy including BD&L
- Responsible for 10+ product launches across multiple regions (including LCM strategies/launches)

09/2012-12/2014 **Head BU Oncology / Hospital Business CEE/CIS**
Hospira Inc, EAME Headquarter, Leamington Spa, UK

- P&L Responsibility: €30.000.000 / Headcount: 25
- Accountable for the Export Business (Distributor Organisations) in over 25 countries (CEE & CIS)
- Head of the SIP / Oncology Business Unit (Generics – focus Oncology/Hospital Business) + Hospira Biologics / Biosimilars (Immunology) and Medical Devices (Infusion pumps)

04/2011– 08/2012 **General Manager, Alpha Future Technologies Ltd**
Limassol – Cyprus

- Med-Tech start up with innovative patents - prototype stage
- Smart devices to increase medication adherence, RFID technology based

05/2010 – 04/2011 **General Manager Ukraine, Regional Business Manager CEE & CIS**
Allergan Ltd, EAME Headquarter, Marlow, UK

- Headcount: 60
- Accountable for the Sales & Marketing Organization in over 20 countries (Baltics, Ex-Yugoslavia Region, Ukraine and the CIS Region) with a Total Sales of € 15 Mio

03/2008 – 05/2010 **International Sales & Marketing Lead Northern Europe**
Allergan Ltd, EAME Headquarter, Marlow, UK

- Accountable for Sales & Marketing in 10 countries (Northern Europe, Benelux, Switzerland & Austria) with a Total Sales of € 31 Mio
- 8 Reports (2 Sales Program Manager, 4 National Sales Manager, 1 Product Manager and 1 PA). Within the Matrix organisation indirect responsibility for 40 people

05/2005 – 02/2008 **Several Sales & Marketing Positions**
Astra Zeneca GmbH Austria, 1037 Wien

Brand Manager Cardiovascular	06/2007 - 02/2008
Product Manager Atacand	02/2007 - 06/2007
Sales Team Leader & Member of the Strategic Marketing Team	03/2006 - 02/2007
Sales Representative Primary Care	05/2005 - 02/2006

EDUCATION

- 2002 – 2004: **IFF Wien – Studium Integrale**
- Interdisciplinary Post Graduate Study
- 1998 – 2004: **University of Vienna – Science Department**
- Master degree in Biology (Specialisation: Human Biology) in July 2004
 - Passed with distinction - Grade: 1.1
- 1989 – 1997: **High School, Focus on Science**

LANGUAGES

- German: Native
- English: Fluent
- Croatian: Basic
- Romanian: Basic