

10 May 2016 Event

Presented by the Columbia Business School Alumni Club of Rome, Italy
Tuesday, May 10, 2016 from 18:30-21:00

Speakers:

Nicoletta Luppi - President & CEO - MSD Italia

Sergio Liberatore - Managing Director - IMS Health

Paolo Cionini - General Manager - LEO Pharma

Biographies of speakers follow below.

Topic: “*Inclusive leadership which values and leverages diversity.*”

Agenda: 18:30 – 19 *Welcome*
 19 – 20 *Panel of speakers*
 20 – 21 *Cocktail reception*

Location: generously hosted by  and ,
founded by **Stefano Pighini** CBS '80, and ; **entrance at via Giovanni
Giolitti 34** (2nd fl. above Stazione Termini) Roma,

Contribution for Happy Hour: €15 early bird reservations or €30 at the door, cash only. Space is limited.

This event is open exclusively to the alumni of Columbia university and the other leading business schools in Rome and to their guests, including, but not restricted to: Insead, Harvard, MIT-Sloan, Stanford, Wharton, NOVA, London Business School, London School of Economics, Wharton, Bocconi, NYU, Brown, Thunderbird, JCU, Loyola, St. John's, Univ. of Chicago Booth, AUR, LUISS.

To register EventBrite.it, [Columbia Business School Alum May 10th Event Rome: "La leadership inclusiva per valorizzare le diversita"](http://Columbia Business School Alum May 10th Event Rome: \).

If you have questions regarding the event, please contact **Isabella Isola** '86
isa.i.isola@gmail.com.

Imran Tayebaly '76, *President Columbia Business School Alumni Club of Rome, Italy.*

Nicoletta Luppi

Laureata in Lingue e Letterature Moderne , consegue Il Master in Business Administration presso l'Università L.U.I.S.S. di Roma.

Inizia nel 1991 la sua carriera in MSD Italia prima nelle Vendite, poi nel Marketing, con responsabilità crescenti fino ad entrare nel *Worldwide Cholesterol Group* della casa madre.



Dal 2003 assume la Direzione di diversi reparti: la Business Unit Medin e poi il Franchise Cardiovascolare-Metabolico e le aziende del Gruppo MSD Neopharmed e Gentili; gestisce in parallelo la Joint Venture con Schering-Plough diventandone poi Direttore della Primary Care Business Unit. Nel 2011, assume il ruolo di Direttore Market Access & Commercial Operations ampliando la sua esperienza su tutto il portafoglio prodotti MSD.

Nel 2012, viene nominata *Presidente e Amministratore Delegato* di Sanofi Pasteur MSD, la Joint Venture tra Sanofi Pasteur - la divisione vaccini di Sanofi - e la divisione vaccini di MSD e, sotto la sua guida, nel 2014 SPMSD Italia diventa la migliore consociata in Europa e nel 2015 si aggiudica il primo posto anche nell'ambito classifica "Great Place to Work®" e di CEO dell'anno (settore Farmaceutico, Premio Le Fonti).

Nell'aprile 2015 viene nominata Presidente del Gruppo Vaccini di Farindustria.

Dal 1° luglio 2015 assume il ruolo di *Presidente e Amministratore Delegato di MSD Italia*, prima donna a ricoprire questo incarico nella consociata italiana della multinazionale farmaceutica Merck & Co.

In tale veste riceve il Premio S@lute 2015 per la leadership nell'innovazione farmaceutica e per l'eccellenza dei servizi digitali rivolti ai professionisti della sanità e al pubblico.

Sotto la sua guida, MSD Italia è stata recentemente insignita di tre importanti riconoscimenti:

- ❖ Best Digital Healthcare Company in Italia per l'eccellenza delle sue progettualità in campo digitale e nella multicanalità;
- ❖ Premio Galeno, assegnato alla molecola MSD pembrolizumab, l'innovativa terapia anti-PD-1 per il trattamento del melanoma avanzato negli adulti;
- ❖ Top Employers 2016 (5° posto assoluto) per la qualità dei suoi percorsi formativi e di sviluppo, i programmi volti a migliorare la salute dei dipendenti, l'attenzione ai diritti delle persone e le condizioni generali dell'ambiente di lavoro.

Sergio Liberatore



***Education:**

1978-degree in Medicine cum lauda, Catholic University of Rome

1980-1981 Medical Officer in the Army

1983- post-graduate degree in Internal Medicine, University of Rome

1978 – 1984 fellow and then associate professor at the Institute of Internal Medicine, Catholic University Medical School of Rome

1989- post-graduate course in epidemiology, Tufts University, Boston

1996 – 1998 General Management Program (INSEAD, Fointainbleau)

***Career:**

1984-1993 Medical and Regulatory Director, Bristol-Myers Squibb, Italy

1994-1995 Oncology Division Director, Bristol-Myers Squibb, Italy

1995-1999 Pharmaceutical Division General Manager, Bristol-Myers Squibb Italy and Managing Director, Mead Johnson Spa

1999-2001 VP, Global Marketing, Cardiovascular and CNS Bristol-Myers Squibb Company, Princeton NJ

2001-2006 Managing Director of Schering SpA and President of Theramex SpA.

2006-2008 Country Divisional Head UK, Bayer HealthCare, Newbury UK

May 2008-today Managing Director, IMS Health SpA, Milan, Italy

***Member of:**

2005-2007 member of the Board of Directors of Intendis Spa and Intendis Manufacturing SpA

2004-2007 Vice President of Farindustria (National Association of the Pharmaceutical Industry) and President of the European Group of Farindustria.

Member of the board of SIMI (Italian Society Internal Medicine), SISF (Italian Society of Pharmaceutical Science), CENSIS Biomedical Council, member of Assobiotec (Association for the Development of Biotechnologies), ASPEN Institute and Ambrosetti European House

2004-2008 President of Fondazione Schering, Rome, Italy

2006-2008 Member of the Board of ABPI (Assoc. of British Pharma Industry),UK

***Recreational:** reading, music, golfing and skiing

Paolo Cionini

Paolo Cionini has spent the last 25 years across a broad range of responsibilities among various pharmaceutical Companies as an executive manager. He started his career as a rep in a small Italian company, part of the Chiesi Group, and after an enthusiastic sales experience he moved to the marketing dept. of the same company stepping up many positions up to the role of Marketing Director in Chiesi Italy. In this adventure he managed many primary care products in different therapeutic areas (respiratory, cardiovascular, antibiotics, anti-inflammatory, arthro-rheumatology, pediatry) always inspired by innovation and team working, focusing on target achievements and people motivation. After 10-years career in Chiesi he moved to Schering Plough Italy managing the primary care marketing (2 years in respiratory, antihistamines, nasal steroids, dermatology, pediatry) and then leading the Immunology Division (sales and marketing) for more than 3 years. In this last experience Paolo had the opportunity to face many issues connected with the sparkling market of biologics products: market access, hospital budget, specialty care organizations, regionalization, pharmaeconomy, patients advocacy groups. Than Paolo left Schering Plough to joint Abbott Italy in order to lead one of the biggest commercial organizations in the Italian turbulent Primary Care business as Primary Care Division Director. In this position he had the chance to face top-level complexity issues as: generic

competition, price war, health care system reimbursement negotiation, sales force restructuring (people reduction and “mobilità”), line extensions development, in-licensing and out-licensing agreements, Pharmacy sales force start up, distribution channel reorganization. In 2010, Paolo left Abbott and spent 1,5 year in managing as General Manager and Partner a small scientific publishing Italian company focused on cardiovascular field. In a very short time Paolo doubled the business, build up solid assets structure and strategy for a long term plan. Starting from July 2011, Paolo has been appointed as General Manager of LEO Pharma spa, the Italian subsidiary of Leo Pharma A/S a Danish multinational company leader in Dermatology. Paolo is 49 years old, with a pharmacy degree, a specialization in chemical of dermatological products and a business administration mini-master at the Bocconi University of Milan. He is a member of the “Danish Business Club” in Italy, an eminent group of Danish enterprises’ managers. Paolo has a beautiful family with 2 beloved children. He is passionate about all sports and, in particular, is a football supporter and an enthusiastic skier and runner (he often takes part to races and marathons).