



ANA RAQUEL CUNHA DOS SANTOS

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Ambitious, resolute, critical thinker and a natural born communicator, I am a pharmacist with a strong business drive, with solid analytic skills and a good sense of responsibility.

I have a MSc in Pharmaceutical Sciences and I am now enrolled in a post-graduation in General Management with a Marketing Specialization at Católica Lisbon School.

My work is a reflection of my current experience supported on my behavior, a "never give up" attitude and a winning mind-set. I know the goals for my life and my career, and with discipline and ambition I believe that anything can be accomplished. Together we can change minds!

CAREER OBJECTIVES

Enhancing my skills in a dynamic workplace and use it to achieve the organization's goals. Obtaining a challenging successful position in a prestigious organization, applying my pharmaceutical knowledge and my management skills to benefit mutual growth and success.

PROFESSIONAL WORK

PRODUCT MANAGER GINECOLOGY

OCT 2015 – MAY 2016

ISUS – Produtos Farmacêuticos, S.A. Lisboa – Portugal

Gynecology Market with brands like Estrofito®, Baciginal®, IOB9®, Dikirogen®, Prurix®, Trizantil®

Responsibilities:

- Develop and implement the commercial, marketing and communication strategy of the products
- Develop new supporting materials, argumentation and commercial campaigns for products
- Market Research and Business Development
- Sales analysis, client segmentation and monitoring sales
- Preparation of business reviews and presentation at business cycle meetings
- Responsible for sales force training; workshops to pharmacists when required

In this position I developed my creative and analytical skills as well as the confidence and determination to manage autonomously a range of products in a fast-paced environment, maximizing the business value of the products.



TECHNICAL DIRECTOR

FEB 2015 – MAY 2016

ISUS – Produtos Farmacêuticos, S.A. Lisboa – Portugal

Regulatory and Medical affairs: Medicines, Medical devices, Food supplements and Cosmetics

Responsibilities:

- Submit new products and submit type IA, IB and II variations and interact with Health Authorities
- Responsible for packaging materials
- Interact with healthcare professionals providing fair and scientifically rigorous medical and clinical information
- Prepare scientific support for the sales team
- Manage safety, quality and efficacy complaints
- Help in Pharmacovigilance

In this position, I had the possibility to improve my technical know-how, problem solving skills and most of all, learned how to work efficiently under pressure with tight deadlines.



PHARMACIST

2013-2014

Beato Nuno Pharmacy, Fátima – Portugal

- Dispensing and Counselling
- Provide to patients OTC medication advice and information, including allergies interactions and side effects
- Patient care follow-up and analyze polypharmacy

I developed my pharmaceutical knowledge, my negotiation and persuasive skills and my sales techniques



EDUCATION

GENERAL MANAGEMENT PROGRAM W/ A MARKETING SPECIALIZATION

Católica Lisbon School of Business & Economics, Lisbon (Portugal)

2016 – 2016

Main modules: Strategy, Organizational Management, Financial Accounting, Finances, Negotiation, Marketing, Market Analysis, Brands and Communication, Services Marketing, Distribution channels



MSC IN PHARMACEUTICAL SCIENCES (PHARMD PROGRAM)

Faculty of Pharmacy, University of Porto, Porto (Portugal)

2007 – 2012

Master Degree with 50 units based on natural, technology, health, physics and social sciences. In the end, I had to carry out a professional training, an internship report and an essay.



ERASMUS PROGRAM - MEDICINAL CHEMISTRY PROJECT

The Strathclyde University – SIPBS & Cancer Research UK - Glasgow, UK

February 2012 – June 2012

Project: "Design and synthesis of 4-substituted 3-amino-indazoles: Towards the discovery of novel Aurora-B inhibitors for the treatment of cancer".



INTERNSHIP COMMUNITY PHARMACY

Lenkaren Liberi, Bratislava, Slovakia

August 2011

International Pharmaceutical Students Federation – Student Exchange Programme

SCIENTIFIC PROJECTS

GRADUATE STUDENT RESEARCHER

2010-2011

Biochemistry Department FFUP and IBMC Institute

Project: "Morphological study of breast cancer cells when treated with aromatase inhibitors - Exemestane".

INTERNSHIPS

INTERNSHIP IN CLINICAL TRIALS

DECEMBER 2012

Study Centre for Lung Cancer – Hospital Gaia/Espinho – Portugal

Assisting study coordinators in Clinical trials in Oncology and cooperate with CRAs in monitoring visits.

OTHER SKILLS

SOCIAL AND ORGANIZATIONAL SKILLS

2010 - 2011 Corporate Communication Director – Student's Association of FFUP

2009 - 2011 Coordinate the "Faculty of Pharmacy Communication Group"

NOV 2011 Organizational Committee Member of the VI Scientific Congress AEFUP with the theme "Medicinal Chemistry and New Technologies: Innovation for health"

NOV 2011 Responsible for launching the book: "INVESTIGAÇÃO M.I.C.F UP"

LANGUAGE SKILLS

	LISTENING	READING	SPEAKING
Portuguese	NATIVE		
English	+	+	+
French	+/-	+	-
Spanish	+	+	+/-

+ Advanced | +/- Intermediate | - Basic

INTERESTS AND HOBBIES

Sports – I love running and I try to go to the gym four times a week

Travelling – I love travelling around and be in contact with different cultures and people

Books – I love reading classics and practical books that help me to learn, namely management and marketing