Alejandro Cassola, Ph.D.

Argentina

Access & KAM Manager en Takeda

Extracto

Molecular biologist with research and entrepreneurial background. Cross-functional experience in the Pharmaceutical Industry (Market Access). I combine hard skills with communication. I am living my chance to enrich each other's lives by creating value.

alecassola@gmail.com

Buenos Aires, Argentina

Experiencia

Access & KAM Manager en Takeda
julio de 2019 - Actualidad (7 meses)

- Leading a team of three Key Account Managers
- Value propositions and agreement negotiation with HMO key stakeholders
- Account planning

Competences: negotiation, cross-functional collaboration with medical, commercial and marketing
Knowledge: Strategic pricing, Budget Impact, Argentinian health system, tender analysis.

Head of Practical Assignments (Jefe de Trabajos Prácticos) en Universidad Nacional de San Martín
enero de 2010 - Actualidad (10 años 1 mes)

- Enriched and gathered student´s attention through personal experiences
- Acted as a mentor for students´s perspective in the biotech landscape

Competencies: oral communication, evaluation, empathy.
Knowledge: molecular genetics, protein biochemistry, and biotechnology.

Value Demonstration & Access Manager en Shire
octubre de 2018 - julio de 2019 (10 meses)

- Value propositions and innovative access schemes
- Implementation of market access strategies and budget impact analysis
- Pricing strategies for launches and Tenders (2019 FVIII Joint Purchase).

Co-founder, Scientific Advisor en mAbia Labs
enero de 2014 - octubre de 2018 (4 años 10 meses)

- mAb development service set up from scratch (3 transferred mAbs)

- Sales of US$25k
- ELISA commercial prototype for detecting bovine Casein

Competencies: partnerships with investors, sales, budgeting, customer service and support

Knowledge: mAb development, antibody immune responses, diagnosis of diseases

Senior Research Scientist (Investigador Adjunto) at IIB-UNSAM en CONICET
mayo de 2012 - octubre de 2018 (6 años 6 meses)

- Research line leadership
- Trained 6 students
- Raised more than US$230K in funding
- 14 total publications (6 as first author, 6 as leading author)

Competencies: Project leadership, team supervision and mentoring, scientific communication.

Knowledge: molecular and cellular biology, gene expression, infectious diseases, data analysis.

Postdoctoral Fellow at IIB-UNSAM en CONICET
abril de 2010 - mayo de 2012 (2 años 2 meses)

Doctoral Fellow at IIB-UNSAM en CONICET
abril de 2007 - abril de 2010 (3 años 1 mes)

First Assistant of Practical Assignments (Ayudante de primera) en Universidad Nacional de San Martín
enero de 2004 - diciembre de 2009 (6 años)

Undergraduate Research Assistant en Faculty of Agronomics, UBA
julio de 2000 - marzo de 2003 (2 años 9 meses)

Educación

Universidad Nacional de San Martín
PhD in Molecular Biology and Biotechnology, Biotechnology, 2003 - 2009
Universidad de Buenos Aires
Bachelor of Science (BSc), Molecular Biology and Biotechnology, 1997 - 2003
Balmoral College
Bachiller bilingüe, 1983 - 1994

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LinkedIn Recruiter

Notas y actividad del perfil (1)

6/1/2020—Visto por Leonardo Tomasoni