

CURRICULUM VITAE



PERSONAL

Name: Jos de Wolf
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Date of birth: 19-11-1963
Nationality: Dutch

PROFILE

Held sales & management positions in different business-to-business and business-to-consumer markets: healthcare/medical device/pharmaceutical industry, education, tourism and professional sport. (trainer of the Dutch National Ski Team). Managing sales is his core competence. Leading salespeople and (distributor) teams and P&L responsibility in this respect. Takes management and responsibility for the business and delivers.

People manager, enthusiastic, open and result driven. Communicator with the capability to connect people and build teams and business. Worked in changing environments and situations. Translates strategy in tactics and action plans and get things done.

CAREER SUMMARY

02/2017 – present **Nederlandse Service Apotheek Beheer B.V.**
(Pharmacy franchise in Mosadex Group)
Head of Sales force

11 fte (3 different roles), Member of Management team., Acquisition of new franchise holders. Implementation of services in the pharmacy. (with the internal pharmacy teams and pharmacist owner), Certification of pharmacies. Support to manage the pharmacies.

10/2015 – 02/2017 **Applied Biomedical Systems (ABS) / MyDiagnostick Medical B.V.**
Commercial Director

P&L responsible, Distribution, Sales & Marketing of MyDiagnostick., International sales management, managing distributors, business development worldwide. also involved in CE Certification. Network in Dutch Embassies in Thailand, UK, Germany.

Successfully participated in the Health Holland International Starters Programme. A one year support programme by the Dutch Top Sector Life Sciences & Health and executed by Task Force Health Care.

MyDiagnostick:

Diagnostick medical device for early detection, diagnose, screening and monitoring of AF (atrial fibrillation)

11/2014 – 10/2015 **Vision-Ooglaseren (eye laser clinic)**
Clinic Director (INTERIM) Netherlands (2 locations, Amsterdam & Eindhoven))

Reporting to owner, P&L responsible.

15 fte (tele) sales & marketing, ophthalmologists, technicians, optometrists, finance and support.

Business to consumer market, online marketing and (re) structuring the organization.

- 08/2013 – 10/2015 **Commercial Sales & Marketing Professional (INTERIM)**
Interim manager
- 07/2010 – 08/2013 **ALLERGAN BV**
Business Unit Director Ophthalmology Netherlands
- Reporting to Vice President Ophthalmology EAME (Europe, Africa, Middle East).
Member of management team Benelux.
P&L responsible for total ophthalmology portfolio (Ozurdex, Optive, Lumigan, Ganfort) in Glaucoma, Dry eyes & Macula Edema in the Netherlands.
15 fte: sales, marketing, finance and support.
Turnover of 8 mio Euro.
- Business to business selling (wholesalers, academic & regional hospitals, ZBC's (private hospitals). Indirect selling to physicians and other DMU's and stake holders. Production forecast, people management (coach, develop and assess), market access, etc.
- 04/2006 – 07/2010 **Sanofi Pasteur MSD**
Sales Director Netherlands
- Member of management team.
P&L responsible for sales department.
Team of 2 sales managers and sales force of 16 fte.
Turnover of 35 mio Euro.
- Products: travel vaccines like: hepatitis A/B, DTP, yellow fever, rabies) and the National Programs for children vaccines and flu.
Business to business selling (government, travel health clinics, pharmacy, wholesalers). Indirect selling (hospitals, physicians & other DMU's).
Building new sales team (from 3-20 people).
Set up processes of monitoring team and business results.
Restructuring of sales team (down sizing).
People management (coach, develop & assess).
Contribute to business planning.
- 10/2004 – 04/2006 **PFIZER B.V.**
Manager Project Managers Group (marketing)
- Reporting to the Marketing Director.
Member of marketing management team.
Leading team of 11 junior product managers (project managers).
Turnover of >200 mio Euro.
- Develop and contribute to strategic marketing planning.
Project management. Managing big projects.
Team management.
Contributing in the marketing management team regards to IT, KOL management and strategic business planning.
Personal Development (personal and team).
- 04/2002 – 10/2004 **PFIZER B.V.**
Sales Group Manager Cardiology & Urology
Norvasc, Viagra, Detrusitol.
Cardiology: Team of 5 sales managers and 50fte.
Urology: Team of 2 sales managers and 30 fte.

12/2000– 04/2002 **PFIZER B.V.**
Sales Manager Diabetes
 New approach of Diabetes Market.

09/1993 – 12/2000 **PFIZER B.V. (Parke Davis)**
(National) Sales Manager Cardiovascular & Neurology
 Leading the launch team of Lipitor.

03/1992 – 09/1993 **PFIZER B.V. (Parke Davis)**
Sales Representative Cardiovascular

1988 – 1992 **DUTCH SKI ASSOCIATION (NSV): Trainer Dutch National Ski Team.**

WESENTHORST (Ulft) & KWS (Rekken): Teacher Physical Education.

SINDBAD TOURS: Tour guide. (kayak instructor & walking tourguide)

1986 – 1988 **DUTCH ARMY**
Sports Instructor

EDUCATION

2003-2004 Strategy in the Pharmaceutical Industry at the Wageningen Business School.
 1982-1986 HBO, MO-P, CALO Education for teacher physical education (Bachelor).
 1976-1982 VWO.

COURSES

1992-2017 Situational Leadership, 8 Step Coaching,
 LIFO, Management Development, Key Account Management.

2005-2006 Management Development Program Pfizer BV

2002 Product management Institute De Baak

1994-1995 NIMA Sales B

LANGUAGES

Dutch Native language.
 English, German Good in writing and speaking.

EXTRA ACTIVITIES

2010 – 2012 Questor of Codem (kind of Lions club)
 2004 – 2008 Chair Technical Committee of Tennis club
 1986 – 1992 Trainer Dutch National Ski Team, Tour guide

HOBBIES

Travelling, Tennis, Ski, Golf