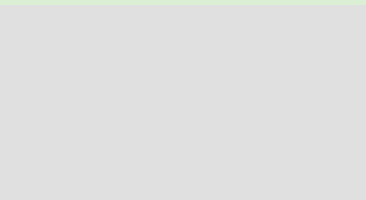


# STEFANIA BASSANINI

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MEDICAL AFFAIR | DEVELOPMENT | MARKET ACCESS | PRODUCT  
LAUNCH | PHARMA

## CONTACT



## SKILLS

- Medical Affair
- Medical development and trial design
- Market Access , P&R process
- Strategic acumen/vision
- Critical thinking
- High Learning agility
- Strong people management skills
- Team player attitude with an open mind set who “dares to try” and can easily shift gears as needed

## SUMMARY

Medical Affair, Medical development and Market Access executive with experience in building and executing strategies to sustain product from early development stages, launches till loss of exclusivity.

Strong leader with a clear unbossed approach which inspires associates and favors their accountability and growth results driven, with a strong problem-solving approach, passionate about customer centricity and to finding innovative ways to support their needs. Change manager, with multiple experiences in transforming environments, helping teams to embrace business model evolutions and perform at their best. Genuine interest to advance science and healthcare to ultimately meet patient's needs.

## CAREER HISTORY

### From June 2023 Galapagos NV, Milan, Italy/Alfasigma

#### **Senior Medical Director- Italy**

Lead the Medical Affairs Department at country level. Support the affiliate strategy and plans, collaborate with global functions and interact with external stakeholders, in alignment with customer needs and medical strategy.

Accountable for negotiating across and outside the organization and collaborating with local and global Commercial and Development functions.

Leading a team of 23 FTEs

### 2006- 2023 NOVARTIS, Milan, Italy

#### **2019- 2023: Market Access Head- Italy**

Responsible for the creation of the drug payer Value Proposition from early development stage (-6 years before launch till end of exclusivity). Structuring, preparing local (national and regional) pricing & reimbursement dossier needed for the negotiation with AIFA. Managing the implementation of market access and reimbursement strategies. Driving pricing & reimbursement and listing action planning for all products. I led a team of 8 Market Access Managers.

#### **Achievements**

- Preparation of 30 negotiations (new entities or renegotiations) with AIFA
- Creation of an “Early product team” inside my team and in collaboration with all crucial cross functional roles, responsible for the management of the entire innovative medicine pipeline in order to ensure that all products are readily available to the market through the removal of reimbursement hurdles preparing the best data set for future negotiation.

### **2015- 2019: Medical Franchise Lead Retina Italy**

Responsible for the local medical strategy for the Retina Franchise. I led a team of 10 FTE (2 Medical Advisor, 1 CRMA, 1 MSL Manager, 6 MSL)

#### **Achievements**

- Design and implement of a PhIV trial aim to generate data to sustain the value proposition of a new drug to be launch.  
<https://pubmed.ncbi.nlm.nih.gov/34469431/>
- Contribuite to create a Franchise culture after Alcon Pharma integration

#### **2013- 2015 MSL Manager Franchise Neuroscience**

Responsible for the infield medical activities of a team of 9 MSL (communication plan, local studies, IITs etc).

#### **2011- 2012 MSL Medical Franchise Leader Ophtha**

Responsible for the local medical strategy for the Ophtha Franchise (development and medical communication plan) Lead a team of 2 Medical advisors

#### **Achievements**

Design and implement of a PhIV trial

<https://pubmed.ncbi.nlm.nih.gov/31079057/>

#### **2009- 2011 Medical advisor/CRMA Neuroscience Ophtha**

Work in close collaboration with global to ensure full support for drug development. Handling medical queries providing scientific and medical support. Developing and maintaining relationships with key opinion leaders, customers and external stakeholders

#### **2006- 2009 MSL Neuroscience**

Responsible for the entire country for medical field activity. Developing and maintaining relationships with key opinion leaders, customers and external stakeholders

#### **2005- 2006 Cleveland Clinic Foundation (Cleveland Ohio-USA)**

Postdoctoral Research Fellow at the department of “Neurological Surgery”, in the Laboratory of “Cerebrovascular Research. Supervisor: Prof. Damir Janigro

**Achievements:** [Bassanini S and Janigro - Search Results - PubMed \(nih.gov\)](#)

#### **2001- 2006 Istituto Nazionale Neurologico “C.Besta”**

Post-doctoral Research Fellow, Department of Experimental Neurophysiology Molecular Neuroanatomy Lab. Milano. From 2002: tutor for five Laurea thesis University Milano-Bicocca.

**Achievements** [bassanini S and Battaglia - Search Results - PubMed \(nih.gov\)](#)

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## **OTHER PROFESSIONAL EXPERIECE**

#### **From 2021 Teaching experience**

-Istituto di Studi Superiori IANUA-ISSUGE Università di Genova  
-Alta Scuola di Economia e Management dei sistemi sanitari, Università Cattolica Sacro Cuore Roma

#### **2002 University Medical Centre in Utrecht (Holland)**

Visiting scholar Lab of Prof. Dr P.R. Bar.

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## **EDUCATION AND TRAININGS**

2021 Corso di Alta Formazione in Management e Clinical Governance  
per le Tecnologie Sanitarie MANTEC

2020 Master Coaching Professional Competence (ULAC )- Marina  
Osnaghi Coaching School

2005-Specialization in Pharmacology Institute of Pharmacological  
Sciences, University of Milan

2001 Degree in in Pharmaceutical Chemistry and Technology ,  
University of Milano

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## LANGUAGES

Italian, Mother tongue

English, Fluent both written and oraL