



Francisco Ledesma

Education:	MD Degree - Complutense University. Hospital del Aire in 1994. Family Medicine Specialist Masters in Management & Pharmaceutical Marketing (ICADE). Frequent independent collaborations with several pharmaceutical companies since 1995
Professional Skills:	Medical Affairs within the Pharmaceutical industry Other activities related to scientific communications or R&D Marketing within the Pharmaceutical industry
Motivation	I am looking for new challenges or new exciting projects where I could do my best as Country or Regional Medical Director or any other similar position that allows me to be part of the Strategic decisions team of the Company and allow me to continue developing myself with new projects supported by my constancy, illusion and capacity of work

1. Personal Profile

- This CV reflects a timeline of my line of work and study. Even though I have always worked in a team, I have initiative, always committed to excellence and demanding the very best from myself while providing support to every member of my group.
- I have worked as a doctor, as a scientist and as a counselor as well as in marketing and business. I also have International experience and team management experience. This has given me a unique and broad point of view on medicine, diseases and the business.
- Regardless of my past or current activities, I am always open to new challenges or new projects which would enable me to develop personally and professionally

2. Professional profile summary

April 2017-May 2017: Medical Director. Tesaro. Setting up the Medical Team at the new Spanish OpCo. Preparing the launch of rolapitant and niraparib.

2002 – 2016: Janssen (Johnson & Johnson)

For the last 15 years in Janssen I have developed a strong experience in Pharmaceutical Medical Affairs Strategy, experience coordinating several MAF teams simultaneously and setting up new teams from scratch. Working within virtual international teams, I had the opportunity to participate setting up new business models in an international environment and to collaborate in the design of a new Medical CRM for MSL at the EMEA level. I was directly involved in 9 drug launches, being member of multidisciplinary teams. Medical Education expertise and MSL leadership.

- 2015- November 2016: Medical Affairs Therapeutic Area Leader Infectious Diseases. Supporting new launches at the HIV franchise and –in parallel- continuing working with the Janssen’s portfolio at the Hepatitis C treatments, Respiratory Virus, etc.
- 2014- 2015: Medical Affairs Therapeutic Area Leader Hepatitis. After Janssen Therapeutics EMEA was dissolved at Regional level (EMEA), bringing activities to an end, I returned to Janssen-Spain’s Operating Company as Head of the HCV Medical Team where I led the Simeprevir’s launch, a new revolutionary treatment to cure hepatitis C. This Hep C market was considered as a very challenge one and the Simeprevir’s launch as a reference of launching.
- 2013- 2014: Medical Affairs Lead Iberia at Janssen-Therapeutics-EMEA (Johnson & Johnson Group). At this Regional Role we created from scratch a new centralized *Center of Excellence*, based on Beerse (Belgium), that will support new product on the Hepatitis C area. At this project I have been a member of the MALT (Medical Affairs Leadership Team) and responsible for Spain and Portugal.
- 2012 - 2013: EMEA Business Expert from Medical & Medical Education Events at Janssen EMEA at the design & implementation of the Veeva-Salesforce1 CRM System for all Janssen EMEA Companies (iCONNECT).

- 2011 - 2012: **Medical Affairs Therapeutic Area Leader HIV**, in charge of the HIV Department Teams.
- 2010 - 2011: **Associate Scientist Director**, in charge of the Virology Unit, Analgesia Unit and HCV Medical Department Teams
- 2008 - 2010: **Group Medical Affairs Manager**, in charge of the Virology Unit, Analgesia Unit and HCV Medical Department Teams
- 2008 - 2008: **Group Medical Education Manager Associate**, designing and implementing Prezista® (Darunavir) and Intelence® (Etravirine) launches
- 2007 - 2008: **Medical Education Manager, virology**, starting from scratch the design and implementation of the HIV franchise and preparing the future HIV/AIDS and hepatitis C drug's launches.
- 2004 - 2007: **Product Manager Concerta®** starting from scratch the design and implementation of the first new drug in decades to treat the ADHD. As Marketing responsible I directly led the communication strategy.
- 2003 - 2004: **Medical Affairs Manager Risperdal CONSTA®**. I was the scientific support at the launch as well as the expert in charge of the collaborate into the design of PhIV-epidemiological studies to support the new drug.
- 2002 - 2004: **Medical Affairs Manager Physhiatry** supporting Risperdal®

1995 – 2002 Collaborations with Scientific Societies, NGO and Pharma Companies as freelance

Prior to start working in Janssen, as a physician, I worked in the Infectious Diseases area and developed significant expertise base on active participation in clinical trials, publications and scientific presentations. As a peer-review journals reviewer, I collaborated with Medline-based Journals. As Freelance, I worked with most of the main large Pharmaceutical Companies developing protocol for clinical studies, scientific communication projects and various marketing projects. Because of my role at the HIV-NGO, I worked closely with patient organizations providing them with training and support about the disease, etc.

- 1995 - 2002: I collaborated with Pharmaceutical companies (as a freelance) preparing several promotional materials (for marketing) and scientific support (Medical Departments) (Bristol-Myers Squibb, Pfizer, Bayer, Roche Farma, etc)
- 2000 - 2003: Member of the **Editorial Board Spanish Infectious Diseases & Clinical Microbiology Journal** (Medline Journal).
- 2002 - 2003: Member of the **Editorial Board Spanish family Medicine Journal MedyFAM** (Medicina Familiar y Comunitaria).
- 2000 - 2002: Medical Department of an AIDS NGO "Fundacion FIT"
- 1998 - 2002: Editorial Scientific Publishing Company Ediciones Doyma as **scientific advisor**

3. Clinical Experience

- 2001 - 2002: Family Doctor **Centro de Salud Cerro del Aire de Majadahonda**
- **Residency (Internship) in Hospital Puerta de Hierro (Madrid) and Child Hospital La Paz (Madrid)**. Training in Medical & Surgical matters, pediatrics and on-call emergency room
- Training in STDs in **Clinica Sandoval**
- 1997 - 1998: **Medical Corps in the Army: Army Air Force Headquarters MACEN**, ACAR (Getafe) and Hospital del Aire
- 1994 - 1999: **Statge in the Infectious Diseases Unit** in the Hospital del Aire (Madrid)
- 1993 - 1994: **Statge in the Lung Unit** in the Hospital del Aire (Madrid)
- 1992 - 1993: **Statge in the Allergy & Immunology Unit** in Hospital del Aire (Madrid)

4. Publications

- I published **32 book chapters and several complete books** regarding Infectious Diseases, most of which are in Spanish
- I published **42 articles in medical journals** working with several National KOLs in Spain
- I published **21 clinical case reports** in accordance with my own clinical experience
- I presented **35 communications** (posters, oral) in National and International Congresses

5. Academic titles

- **Master on Market Access & Pharmacoeconomics**. Universidad Carlos III Madrid. 2017-2018
- **Master Vaccines Expert**. Rey Juan Carlos University (Heath Sciences Department). 2002.
- **Master on Pharma Marketing & Other Technologies**. ICADE University. 2000.
- **Specialist in Family Medicine** in Madrid Clínica Puerta de Hierro July 1999 - June 2002.
- **PhD training level**. Complutense University (Microbiology Dpt.) 1997
- **Medical Degree (MD)** Complutense University (Hospital del Aire). Madrid, June 1996.

6. Languajes

- **Spanish**: Mother tongue
- **English**: High level of written, spoken and comprehension of the English language. APTIS (British Council). C Level. 2017