

Valentina Zipoli

MD, Neurologist, PhD Neuroscience, Coach & Trainer

Profile

Experienced MD, neurologist very passionate and curious about neuroscience and driven by science in my daily work.

Eleven years clinical and research experience in multiple sclerosis in academic setting.

Author of 70 scientific publications in peer reviewed journals between 2004 and 2021.

In 2011, I was motivated to move to the biotech industry to pursue my interest of bringing innovative medicines to people affected by neurological and rare disorders with very high unmet needs.

I have led, with roles of increasing responsibilities, the medical pre-launch and launch activities of several innovative products in Multiple Sclerosis, neuromuscular diseases, rare diseases and dementia.

Large experience in coaching (executive, business, life) and soft skill training: self-efficacy, emotional intelligence, nonviolent communication, science of happiness, leadership, negotiation, hero journey.

People manager since 2013.

Medical Director since 2017.

Creative Coach since 2022.

Business Coach since 2022

The 5 Chairs Coach and Trainer since 2023

Fluent in Italian and English

Employment History

Neurologist – Private Practice

Coach & Trainer – Free Lance

Creative coach, Business Coach and The 5 Chairs Coach.

Training on Leadership, Self Efficacy, Hero Journey and The 5 Chairs methodology.

Italian Medical Director at Biogen

October 2017— September 2021

Responsible for the definition and execution for the Italian stakeholder engagement strategy and establishing strong external partnership.

Responsible for the strategy, planning and execution of the medical education activities in close collaboration with the key internal partners (e.g., development team, global and Italian commercial team, other affiliates)

Direct reports: Medical Lead Multiple Sclerosis, Medical Lead Neuromuscular Diseases, Medical Lead Alzheimer Disease.

Details

Nationality: Italian

Date of Birth: 30/04/1973

Residence: Via Q. Sella 31-
Firenze Italia

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Skills

Ability to Work Under Pressure

Strategic thinking

Excellent communication Skills

Leadership and Teamwork,

Coaching and Mentoring

Interpersonal Skills

Effective Team Leader

I also provide medical, scientific input for the assigned program(s) to collaboratively develop an integrated product strategy and related Medical Affairs plan and medical, scientific input for Medical Affairs studies within assigned disease areas, as a member of the Regional Medical Leadership Team.

Member of Leadership Team (Board of Director).

Member of Regional Medical Leadership Team.

Member of Review Committee to evaluate affiliate activities in term of compliance and legal rules.

Lead and oversee all Medical Affairs activities

Manage and direct the Medical Affairs team.

Establish and drive engagement of medical experts, patient advocacy groups, professional societies and other key stakeholders in the country.

Implementation of the EAP in Italy, developed the protocol for the cohort approach.

Support/Implementation of registry in Italy for the diseases in Biogen Therapeutic Areas.

Give inputs in the analysis of data gap and unmet needs to build a local data generation plan.

Ensure strong scientific presence in all main local congresses to raise disease awareness

Provide strategical and tactical medical output, to establish the presence and reputation of Biogen in the CNS therapies scope.

Strong cross-functional collaboration with Local Market Access for the activities related to the negotiation preparation.

Aducanumab Pre-launch activities.

Medical Scientific Liaison Lead

January 2013- September 2017

Direct reports: 6

MSL Lead is responsible for providing leadership, strategic direction and develop the MSLs team in order to achieve Medical goals.

MSL Lead directs and influences the efforts of direct/indirect reports in functional areas impacting the MSL Team, such as: ECP Medical Affairs and R&D; Commercial, Market Access and other relevant functions at the affiliate level. The SR. Manager MSL Lead is responsible for the execution of all efforts, initiatives and activities for the MSL Team that contribute to the flawless execution of the Medical Strategy.

Dimitilfumarate and daclizumab launches.

Member of MSL excellence Regional team

Member of Fields Coordinator Team

a) Key Management Responsibilities

- Manage an MSL team, providing direction and developing relationships based on credibility, respect, and trust with other internal functions and external organizations and industry peers

- Provide strategic oversight on relationships with Key Medical Experts (KMEs) with a solid understanding of the medical / scientific and regulatory environment in the region/country
- At the affiliate level collaborate in the development of medical strategies, build and maintain strong communication link cross-functionally to ensure alignment
- Participate in above country regional/European forum for best practice sharing
- Ensure collaboration with country CCL to evaluate requests, assess capacity, and allocate resources for clinical trials when MSL support is required.
- Field visits - conduct (and document) regular field visits to provide coaching/mentoring on the MSL Excellence behaviors as well as on technical, process and compliance competencies

b) Leadership of MSL Team

- Coach all aspects of MSL job performance in line with MSL Excellence Behaviors
- Develop and retain top talent within MSL organization
- Leverage/capitalize on team/individual strengths
- Deliver training, skill development and assessment of MSLs (including scientific knowledge and excellence behaviors)
- Provide clear direction by developing specific and actionable development plans for MSLs
- Create a climate in which self-motivated individuals will aspire to higher levels of performance by creating high standards, and by rewarding and recognizing exceptional performance
- Create an environment of trust, delegate responsibility to help individuals grow professionally
- Provide positive and developmental feedback appropriately
- Clearly understand the hiring profile, knowing how to match a candidate's skills with the role of an excellent MSL
- Regularly measure and document performance
- Responsible for Compensation Planning/Salary Adjustments (Merit, Promotions, LTI and Pay Adjustments)
- Providing an environment that motivates MSL team by ensuring everyone has appropriate individual goals, sufficient coaching and clear understanding of career options
- Ensure regular capture and exchange of medical information and insights with other functions (Sales, Market Access, Marketing) as appropriate for MA to inform strategy and inform of unmet medical needs

c) Compliance

- Accomplish goals within boundaries established by regulatory and legal compliance in accordance with company policies and sound ethical practices. Look for compliant yet creative ways to maximize MSL value to BIIB stakeholders, HCPs and ultimately patients.
- Ensure compliance of the MSL team by acting as a role model who demonstrates consistent ethical and professional behavior and ensuring all MSLs are up to date with required training and certifications
- Ensure pharmacovigilance SOPs are understood and followed by MSLs and the external communication efforts by MSLs when significant safety issues arise, with the wellbeing of patients being the goal
- Ensure scientific materials to be used by the MSLs have been approved prior to use

- Ensure clarity MSL ways of working and interactions with promotional colleagues. Communicate this regularly with key stakeholder functions. Embed MSL ways of working to optimize creativity, innovation and synergistic partnering with other functions (e.g. sales) in a code compliant manner.

d) Strong relationships with KMEs provide external credibility for the whole organization

- Providing information and understanding of the disease area and Biogen's products in line with Medical strategy
- Capturing of local (unmet) medical needs helps to build an innovative pipeline for patients
- Engages in and encourages cross-functional collaboration where appropriate for Medical.

Medical Product Lead (Interferons) Italy

January 2012 — January 2013

Ensure integration & information sharing with EE countries medical teams.

Evaluate opportunities to use synergies/increase efficiency in Italy and EE countries in alignment with all relevant stakeholders.

Scientific and medical support of product strategies.

Implement scientific initiatives (local PhIV studies, Advisory Boards etc). Development and implementation of life cycle management strategies. Support to commercial functions within the Country, participation in concept development of promotional materials. Ensure appropriateness of treatment and continuously advancing the evidence-based medical standard of care.

Avonex Pen Launch.

Medical Scientific Liaison at Biogen, Milan

April 2011 — January 2012

- Establish, foster and maintain relationships with KOLs and investigators; this may involve interactions with Physicians outside of their territory or home country:
- to build advocacy and support recruitment and retention in the pivotal studies, including best practice on referral networks
- to support site initiation/conduct, communication & coordination and assist CCL with clinical protocol expertise
- to facilitate best practice sharing across sites
- to develop scientific collaborations
- Reactive focused communication/education for development product(s) using non-promotional materials
- Local Congress support

- Legitimate exchange of medical and scientific information during the development of a medicine for the purpose of gathering insights from groups such as medical experts/thought leaders/ research forums to inform medical activities and LCM. In particular, assist with development and coordination of IITs and BIIB sponsored trials at the appropriate time.
- Provide expertise to HCPs and other stakeholders who wish to present data on Biogen disease areas and related products at local meetings / symposia
- Stays up to date with therapy advances, current research, medical scientific knowledge and detailed knowledge on Biogen products & relevant Disease Areas
- May support Medical Research activities (link with GCDO functions e.g., CRCL), internal training and external education, e.g. may be involved in the support and coordination of clinical research activities Appropriately interacts and collaborate with other internal functions (e.g. Clinical Operations, commercial, market access and regulatory affairs)
- Advocacy Groups: Support Mapping and Engagement of local Advocacy Groups including collaboration with local advocacy group on local initiatives
- **JCV antibody test (Stratify) launch.**

🎓 Education

- 1999 Degree in Medicine and Surgery at the University of Florence (110/110 summa cum laude)
- 2004 Postdoctoral in Neurology (70/70 summa cum laude)
- 2007 PhD Neuroscience
- 2008 Master E-Medicine (Telemedicine, Blended Learning & Cognitive Burden)
- 2010 Resident Researcher in Neurology
- 2022 Master Human Connection Human Connections Engineering
- 2022 Creative Coaching Program (ACSTH program), delivered by The Daring Factory -Nostopevolution
- 2023 Business Coach – Business Coaching Academy Italia – Antonio Panico
- 2023 Viaggio dell'eroe – Claudio Belotti e Ombretta Cecchini
- 2023 PNL
- 2023 Dinamiche a Spirale

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