

HEALTH CAREER

CONSULTANT PROFILE

SONJA KUPKA-WOLF, MSC.PHARM.
EXECUTIVE MANAGING PARTNER
SECTOR GROUP HEALTHWORLD – CENTRAL - EASTERN EUROPE



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Sector Group Healthworld –
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25 years of professional experience in smaller and large companies in the life sciences qualify Sonja Kupka-Wolf as an excellent expert in this branch. She is a pharmacist, gained experience in clinical research and changed to product and project management after passing a marketing- and sales university degree. With European-wide product launches in different therapeutic areas, Sonja Kupka-Wolf set new standards in new therapies and developed herself in leadership of different marketing- sales- market access and business development positions in Austria and Europe. She experienced different structures, cultures and working areas in renowned corporations such as Novartis, Takeda, Abbott, Roche and Aventis.

Since 2015 Sonja Kupka-Wolf has worked as a management consultant and interim manager in the life science sector. Passionately she is supporting companies during the current structural changes and developing them to integrated service providers in the healthcare system.

Sonja Kupka-Wolf is the classic „implementer“ and reformer with a „hands-on“ mentality. Curious and empathetic, she finds innovative processes and solutions during the current disruptive changes in the life science environment. She now continues providing her service and experience at ISG, advising companies in the healthcare sector and filling open vacancies in the best possible way. Her motto “Close the Gap”.



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EDUCATIONAL BACKGROUND AND PROFESSIONAL EXPERIENCES

- Master of Pharmacy at the University Vienna
- 25 years of professional experience in the life science sector (pharmaceuticals, biotech)
- Commercial license for the manufacture and wholesale of pharmaceuticals
- License of Entrepreneurship / Chamber of Commerce
- Management consulting and interim management life sciences

PERSONAL SKILLS

- Strong in implementation and solution-oriented
- Reformer with an innovative spirit
- Motto: „Stay hungry, stay foolish“ (Steve Jobs)

BUSINESS FOCUS

- Middle Management Appointments
- Directors and Board Members
- General Management Appointments
- CEO / COO / CFO / CMO
- Specialists and Scientists
- Scientific and Research Appointments
- Interim Management

COUNTRY-FOCUS

- Central- and Eastern Europe

CUSTOMER-FOCUS

- Start-up companies, medium and large corporations
- Global Life Sciences
- Private & Public Corporations in the Healthcare Sector

INDUSTRY FOCUS

- Pharmaceuticals & Generics
- Biotechnology / Life Sciences
- Chemical Industry
- Medical Devices / Medical Products
- Hospitals / Laboratory / Medical Diagnostics
- Healthcare Consulting Industry

FUNCTIONAL COVERAGE

- Marketing & Sales
- Medical Affairs
- Business Development
- Market Access & Health Economics
- Market Research & Communication
- Regulatory Affairs & Quality Management
- Pharmacovigilance
- Pre-clinical & Clinical Research
- Pharmaceutical Manufacturing
- Training & Innovation Management