

Jean-Yves DARMON, MD



General Manager

Education

Ecole Supérieure de Commerce de Paris (ESCP): 20-day management course

1997

Centre de Recherches et d'Etudes des Chefs d'entreprises: 20-day management course

1995

Qualified as a specialist in Cardiology

1989

University of Paris V (MD), Paris VI (Statistics), Paris VII (Pharmacology)

1986

Specialization in Cardiology, Thrombosis, Intensive Care, Anaesthesiology

Specialities and main current activities

Drug Development, Clinical Trials, Registration, Marketing Strategy.

Previous work experience

■ Cardiovascular Medical Director, Rhône-Poulenc Rorer Laboratories France

1993-98

- Management of 30 to 40 people for the development and registration of 11 major products, 7 of these in co-operation with E. Merck, Chugai, BMS, Hoffman La Roche, and Novartis; 1998 budget of the department, US\$15 million.

Main products: enoxaparin, pravastatin, acebutolol, celiprolol, captopril, nicorandil, valsartan.

- Study director and member of Steering Committees for the design and implementation of multicentre, Phase II to IV, national and international trials sponsored by France; 31 publications (N Engl J Med, Lancet, Thromb Haemost, Am J Cardiol, etc), 45 abstracts (AHA, ACC, ESC, ISTH, ASH, etc). In 1997, enrollment of 2200 patients in 390 investigating centres worldwide. Filing of 5 registration dossiers (France and Europe).
- Responsible, with the Marketing Group Director, for the management of medico-marketing teams: conception of strategic plans and promotion of cardiovascular products (launch of 3 products and 4 new indications).
- Contribution to the international development strategy and to the business development activity of the company in my capacity as a member of the international, interdisciplinary "Cardiovascular Strategic Committee".

■ Medical Product Manager, Nicorandil, Rhône-Poulenc Rorer Laboratories

1992-93

Elaboration and implementation, with the Marketing Product Manager, of product positioning, the 5-year strategic plan, the 1-year action plan and the premarketing campaign for the nicorandil launch.

■ Product Manager, Bioxytech (biotechnology company, free radical biochemistry)

1990-92

Contribution to the elaboration of the Business Plan, the marketing strategy and the identification of key international opinion leaders. Design and running of clinical studies and elaboration of scientific rationales for the use of company products in different areas such as internal medicine, geriatrics, cardiology, gynaecology, oncology and ophthalmology.

■ Senior Hospital Doctor, Henri Mondor University Hospital, Créteil

1988-90