



CURRICULUM VITAE

Name: Suzanne Pozsonyi

Job Title: Director, Business Development

Summary of Experience

Suzanne Pozsonyi joined KLIXAR in 2008 as Business Development Director, bringing her expertise and vast knowledge of clinical development in emerging markets to Latin America. Her background encompasses clinical research operations, account management, and business management in the global emerging regions. For the past 20 years, she has focused on harvesting the clinical research potential of emerging markets in both start-up and global CROs. Starting in Central and Eastern Europe (CEE), Suzanne has led the growth of clinical research in Latin America and in Asia. She was instrumental in setting up Verum Mirai, one of the first CEE-based CRO, in 1990. Verum Mirai was later acquired by PAREXEL International to be the cornerstone of its CEE strategy. Once she had joined PAREXEL, among others, her responsibilities included Latin America and Asia, where she was responsible for the corporation's strategic business plan for these regions. More recently, she worked with the senior management team to found a local CEE CRO based in Budapest, Hungary. Suzanne has worked with both Quintiles and PAREXEL International, holding positions in business development and account management. In 2005, she founded Syncon International as a clinical research consultancy and service provider, dedicated to the continued development of research in global emerging markets.

Employment History

Director, Business Development / KLIXAR

Dec 2008 – Present

Located in Amsterdam, the Netherlands.

- Direct and participate in strategy development.
- Provides oversight for development and quality of all proposals.
- Provides oversight for contract development, negotiation and approval.
- Provides oversight for strategic alliances.
- Facilitates incorporation of clinical feasibility results into proposals.
- Tracks all proposals, contracts, change orders and other BD documentation.
- Participates in the planning and execution of company sales activities.

General Manager and Founder / SynCon International

Aug 2005 – Present

Located in Amsterdam, the Netherlands.

- Strategic consultancy on how to proceed to develop a regional CRO in the emerging regions of EE, CEE, Latin America and South East Asia.
- Consultancy on setting up operations, offices in various CEE countries.
- Consultancy of identification, selection of other service providers, such as Central Laboratory, Phase I Units, Medical Technology, Biometrics.
- Consultancy on co-operating with other regional and Western CROs.



- Strategic business development consultancy (global).
- Support in setting up business development processes, proposals, contracts, client database.
- Actively participate in client meetings, bid defense meeting and marketing events.
- Consultancy in clinical trials services, specialized in Central and Eastern Europe.
 - Feasibility analysis.
 - Identification of investigators.
 - Patient recruitment and retention strategies.
 - Proposals, Contracts.
 - Liability insurance.

Sr. Director, Business Development PACE / PAREXEL Nederland BV Jan 2004 – Aug 2005

Located in Amsterdam, the Netherlands.

- Responsible identifying new opportunities, developing and implementing marketing strategies for PAREXEL's recently created Peri - Approval Clinical Excellence (PACE) business unit.
- Deliver presentations at numerous conferences, which lead to the recognition of the Unit.

Sr. Director, Account Management / PAREXEL Nederland BV Jun 1999 – Jan 2005

Located in Amsterdam, the Netherlands.

- Responsible for the strategic J&J account, and lead PAREXEL to the status of preferred provider. Successful in winning 10 large full – service programmes in various therapeutic areas (psychiatry, dermatology, infectious disease).
- Development of new customers as Central and Eastern European (CEE) specialist. Winning majority of the outsourced clinical research projects.
- Lead PAREXEL's CEE regional, international business development group of 11 people.

Associate Director, Central Eastern Europe / Quintiles Nederland BV Jun 1998 – May 2000

Located in Hoofddorp, the Netherlands.

- Developed the business strategy for the CEE region and supported all therapeutic business securing projects for the region.
- Represented Quintiles CEE group at various client meetings and at international conferences.

Director, Business Development / VERUM MIRAI Oct 1990 – Jun 1998

Located in Amsterdam, the Netherlands.

- Performed an extensive market search on the feasibility of clinical research in the Central and Eastern European countries, which resulted in establishing the first CRO in the CEE region.



- Identified, trained investigators, and developed an extensive network in various therapeutic areas.
- Recruited local CRAs and organised GCP and company training.
- Established offices in Poland, Hungary, Czech, Slovakia, Russia, Ukraine, Romania, the Baltic States, Bulgaria and former Yugoslavia.
- Negotiated and won over 300 clinical research project for the CEE region which strengthened VERUM MIRAI leading position amongst the European CROs.
- Developed relationships with the Central/Eastern European countries regulatory agencies, as well as FDA.
- Established and lead the sales force of 11 people in the 11 CEE countries.

Head of Directorate / Institute for Infectious Diseases

Oct 1980 – Mar 1990

Located in Budapest, Hungary.

- Responsible for supporting the General Director and Medical Director in his management tasks. Also managed the international co-operation between the Institute and foreign health care institutions.

Groups and Associations

DIA (Drug Information Association) – Member of the Organizational Committee for the event being held in Argentina in 2008

DIA (Drug Information Association) – Member

ACRP (Association of Clinical Research Professionals) - Member

Education

Postgraduate: The Hogeschool van Amsterdam – Amsterdam, The Netherlands / Higher Health Care Systems Management studies

Higher education: University – Budapest, Hungary / Degree in Social Sciences

Language Skills

Hungarian: Mother tongue

English: Fluent

Dutch: Fluent

French: Fair

Other relevant information

Lectures at various international conferences (more than 20 lecture at DIA, IIR, ICR, IBC, EHMA, etc.) in the themes of:

- Organisation and study experience of a Western Contract Research Organisation in Central and Eastern Europe



- Experience with Clinical Trials Central and Eastern Europe- centralised vs localised structure
- Patient recruitment and retention Global vs Central and Eastern Europe