
Santiago Sempere Compte

PERSONAL DATA

Date of Birth: 28/08/1956
Nationality: Spanish.

ADDRESS

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PROFESSIONAL GOAL

- **General Manager** Taking responsibility over the global management of the operations in the territory with focus in distribution and priorities of resources on line with the Company Board strategies and main objectives.
- Ensure that the company reaches the business goals with a qualified, professional and committed human team, bringing the maximum contribution to the success of the global organization.

CONTRIBUTION

High experience in a global role of implementing (operative & strategic level) company operations in the Spanish market. Building the different functional teams, administration, commercial, IT, HHRR Regulatory..., Legal Representative, in companies with international background, leading technology and highly qualified people. Changing culture from local to multinational procedures in the Health Care business.

CAREER HISTORY

Henry Schein SA Barcelona Nov 2008 – March 2010	Distribution of Dental Products (equipment and consumables) VP Sales Dental Division and Sales Team
Sirona Dental Systems GmbH Barcelona Jun. 2004 – Nov 2008	Distribution of High Technological Dental equipment General Manager Spain.
Vetoquinol SA Madrid Jun 2000 – Jun 2004	Veterinary Pharmaceutical Specialities for pets and live stock animals. General Manager Spain and Portugal.
Sanofi Diagnostics Pasteur Madrid Jul 1990 – Feb 2000	Hospital Diagnostic Products and Devices. General Manager Spain
Pharmacia AB Barcelona Jan 1987 – June 1990	Diagnostics, Biotech and Ophthalmic products. Product Manager Allergy / Marketing Manager Diagnostics Division.
Atom SA Barcelona Feb 1982 – Dec 1986	Distributor of Sanitary Products and Medical Devices. Sales Specialist Immunology Products / Product Manager Allergy.
CESF Barcelona 1979 - 1981	Private Primary and High School. Teacher in Sciences and Mathematics.

MAIN ACHIEVEMENTS

- Cultural change from the familiar or local distribution to multinational environment and procedures.
- Motivation, development, and commitment of the teams, both at group and personal levels, consolidating the development of the company and the professional live development of the individual members.
- Align the different objectives of the different functions and departments with the common targets for the company and achieving the company goals (growth, profitability, sales volume, margins ...).
- Business development. Complete and focus local company product portfolio (products in or out) via different agreements and negotiations with third parties.
- Increase the people performance and contribution through the establishment of a management by objectives and a variable payment based on bonus.

EDUCATION

Degree Chemistry (Esp. Biochem) (73-78) – UB.
Master in Marketing EDIK (86-88) – ESADE.
Course CPA (PDG) (93 - ...) – CPA.

PERSONAL COMPETENCES

Capacity in organization
Personal and public communication and relationship.
Focused on results and long term achievements.
Strategic vision, problems solver and practical.

PROFESSIONAL COURSES

Supervisor of Radioactive Installations UAB.
Lots training in strategic Management. Uppsala
Sales Skills (Xerox and Brian Tracy).

Dynargy HHRR Management and Motivation.
“Manager de Managers” Elf Sanofi Training Centre.
Master training. Exemplarity and Leadership. Krauthammer

LANGUAGES

Catalan / Spanish: Mother tongue **English:** High Fluent **French:** Conversation.
