



Jean-Pierre Burion

SUMMARY

- ❖ VP Custom Manufacturing Business Unit at Farmhispania SA in Barcelona, Spain
- ❖ Senior Business Development Manager at Ajinomoto-OmniChem, OmniChem Division in Belgium until December 2010 (two year contract)
- ❖ Global Product Manager APIs at BASF Fine Chemicals Switzerland S.A. at Evionnaz, Switzerland after the acquisition of Orgamol S.A by BASF
- ❖ Prior to acquisition, Senior VP, Commercial Director of Orgamol S.A.
- ❖ Widely experienced in planning pharmaceutical chemistry in Custom Manufacturing & generic APIs and strategic planning. Experienced in ISO, cGMP and Regulatory Affairs

PROFESSIONAL EXPERIENCE

2011 – 2013 Farmhispania SA, Barcelona Spain

VP Custom Manufacturing Business Unit

- Responsible of the development and growth of the Custom Manufacturing Business Unit
- Key Account Management for key Pharma customers.
- Prospection of new potential customer.
- Represented company at Informex, DCAT, Chemoutsourcing, CPhI. etc.

2009 – 2010 Ajinomoto-Omnichem, OmniChem Division Belgium

Senior Business Development Manager, Pharmaceutical Fine Chemicals (PFC) Business Unit

- Key Account Management for key Pharma customers
- Management of OmniChem API portfolio
- Business Development
- Represented company at Informex, DCAT, Chemoutsourcing, CPhI. etc.

2006 – 2008 BASF Fine Chemicals Switzerland S.A. Evionnaz

Global Product Manager API's

- Preparation and follow-up of the sales budgets
- Management of Regional Sales Teams
- Management of sales forecasts & production planning

2001 – 2005 Orgamol S.A. Evionnaz

Senior VP – Commercial Director

- Responsible as member of the Board of Directors of planning and setting company strategy
- Preparation and the follow-up of sales budgets
- Customer contact, contract/ project evaluation and negotiation
- Responsible for the sales orders and the finished goods inventory
- Sales team management & business development

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1989 – 2001 **Orgamol S.A.** **Evionnaz**

Sales Director

- Set and review commercial strategy
- Implementation of ISO 9001
- Preparation and follow-up of the sales budgets
- Customer contact during visits and audits
- Preparation, submission and follow-up of offers

1985 - 1989 **Orgamol S.A.** **Evionnaz**

Sales Representative

- Responsible of sales logistics: book orders, materials allocation, shipping, relations with forwarders
- Responsible for the finished goods warehouse
- Preparation and follow-up of the sales budget
- Handling of Quality complaints in cooperation with QC, QA, RA, production, forwarders

1984 – 1985 **Orgamol S.A.** **Evionnaz**

Commercial Operations

- Order entry follow-up, cross-check of shipping documents
- Interface with finished goods warehouse, preparation of shipments, organization of logistics
- Accounts payable responsibilities

1981 - 1984 **Zwahlen & Mayr S.A.** **Aigle**

Deputy Sales Manager, Stainless steel tubes Division

- Preparation, submission and follow-up of contracts
- Order entry, follow-up with production and shipping
- Coordination of customer visits

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EDUCATION

1993 - 1994 ESIG

Lausanne

- Post-graduate education in Logistics
- Diploma: ISO 9001 – Handling, storage, packaging & preparation of shipment of finished goods

1990 – 1992 MPM

Lausanne

- Swiss Federal Diploma in Export Trade

1986 – 1989 Intercadres Vaud

Lausanne

- Training in company's management, its functions and its environment

1966 - 1969 VOYAGES LOUIS

Lausanne

- Commercial apprenticeship education

LANGUAGE SKILLS

- French (native speaker)
- English: fluent
- German: professional working proficiency
- Spanish: professional working proficiency
- Italian: basic to good command