



Charles G. Newswanger

BACKGROUND & EXPERTISE

Experienced sales executive and leader with a 14-year accomplished career track record known throughout the pharmaceutical and biotech industry. Exceptional consultative sales style, strong negotiation skills, team-based problem solving abilities and a focused customer needs assessment aptitude. Aggressively identify opportunities, develop focus, and provide tactical strategies for business stability and growth.

PROFESSIONAL EXPERIENCE

2014-Present

Bilcare Research Technologies

Strategic Business Development

Leading and developing a global business tactical platform to align business growth in the Americas from established relationships in other parts of the world. The business segment includes pharmaceutical, medical and biotechnology growth markets that require highly sensitive primary package materials.

- Align mature customer bases in Europe, Asia and other parts of the world to grow market share in the United States, Canada, Mexico and Latin America.
- Position and drive highest technical quality PVC, PCVD, barrier films and technologies to increase customer through-put, production value and compliance.
- Develop strategy to engage problem solving customer teams to drive collaborative initiatives, data collection and enhanced regulatory positioning with customers that value a qualitative approach to output.
- Lead business growth through collaborative technology development and concept innovation to support current and future market requirements.

2011-2014

NIPRO Glass Americas

Vice President of Sales and Marketing

Led the glass tubing and glass converted container division that consisted of vials, ampules, cartridges and syringes with a starting value of \$75 million dollars. Led six regional sales managers and customer service team in key business functions including business & region development, positioning concept and value, contract negotiations, new business gains, pricing and pipeline development. Initiated North American business turn-around strategy for an acquired pharmaceutical glass manufacturing company with 17 Global production and R&D facilities.

- Strategically defined actions to support portfolio base growth that includes vials, syringes, cartridges, ampules and glass tubing for conversion that serve the pharmaceutical, biotech, CMO, diagnostic, technical and veterinary health markets.
- Achieved a 24% growth in the glass tubing segment
- Aligned internal vision, market approach and initiatives to support the challenging regulatory requirements of the pharmaceutical industry.
- Developed and lead sales team to approach and manage solutions based actions and approach to increase value and customer experience.
- Drove bottom-line profitability and positioned to achieve top-line objectives.
- Responsible for all commercial activity, strategy and profitability.
- Lead sales team to achieve strategic growth milestones.
- Grew total business from \$75M to \$85M in two years



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2003-2005

The Glass Group (formerly Wheaton), Pharma Division, Millville, NJ.

Account Manager

- Recruited into organization to expand and manage regional pharmaceutical molded bottle sales with key accounts in the East coast region of the US, Caribbean and global targets.
- Grew sales to the biotech and pharmaceutical industry 15 million dollar baseline to 19 million in less than a year.
- Customers included GSK, Merck, J&J, Pfizer, BMS and Wyeth. Success was illuminated through deep contacts at the R&D level through the corporate level.
- New business was realized through engaged in partnered projects by developing deep, on-site and collaborative relationships.
- Managed internal/external sales groups.
- Operated above 130% plan each year

2000-2003

Gerresheimer/Kimble Glass, Pharma group, Vineland. N.J.

Account Representative

1992-2000

Northeast Treatment Center, New Castle, DE

Program Director

EDUCATION

B.A. Lynchburg College, Lynchburg, VA

M.S.W. Delaware State University, Dover DE