

EUROPEAN
CURRICULUM VITAE
FORMAT



PERSONAL INFORMATION

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Fax	
E-mail	bibiana.vallova@gmail.com
Nationality	Slovak
Date of birth	30.09.1972

ABOUT

WORK EXPERIENCE

- Dates (from – to)
- Name and address of employer
- Type of business or sector
- Occupation or position held
- About

2016 -
Takeda Pharmaceutical Slovakia s.r.o.
Pharma
Market Access Lead Slovakia

Creative action-oriented market access professional with huge experience in pharma and biotech industries. Proven track record of experience and skills in marketing, business development and market access strengthened by analytical capabilities, strategic thinking and strong negotiation skills and experiences. Excellent communicator, team oriented.

WORK EXPERIENCE

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- Main activities and responsibilities

2009-2014
Sanofi- aventis Pharma Slovakia, s.r.o.
Genzyme Europe B.V.
Genzyme Czech s.r.o
pharma

from 2012-2014

Governmental Affairs & Business Development Manager

from 2009

Market Access Manager GTO (genetics, transplant, oncology), renal

2006-2009

Product & Sales Manager, Market Access Manager

Government Affairs responsibilities:

- Responsibility to understanding, knowledges and orientation the local environment of the sector concerning regulations, pricing, reimbursement, monitoring and the structure of all
- Identifies and executes different pricing strategies to enable op (tenders of market access and brand profitability throughout the life cycle of the product (tenders, extremely expensive care, agreement's with Insurance companies, "of label" drug indication)
- Monitoring of periodic price revisions, controlling correctness of Ministry of Health proposed price, new proposals and price negotiations. (Categorization, pricing, reimbursement).

- Preparation of documents in connection with the objection and procedures in cooperation with BU and experts, agencies in the field, responsibility for the finalization of documents and their timely submission, opposition and contradiction procedures, submissions documents (reimbursement new drugs, contradictions, oppositions)
- Constant monitoring on health care/political changes and news needs of HTAs/ payers
- Responsibility, building and maintaining long-term and correct working contacts with the regulators, payers and KOL decision makers
- Maintaining and developing of new contacts with hospital management
- Communication and conduct negotiations with distribution companies in Slovakia.
- Coordination and resolution of the individual cases in ensuring rapid availability of drugs in an emergency
- Communication with headquarters, maintain an overview of current Genzyme prices in different EU countries
- In collaboration with government affairs, initiates and organizes high level events (e.g. advisory boards, stakeholders meeting) to support Market Access activities
- Participate in selected congresses and symposia

Business Development responsibilities

- Business development of new drugs
- Understanding market dynamic and market drivers
- Market and customers mapping: centers, patients flow No, data IMS/registries, customer's preferences, and behavior, competitors.
- Detailed optimal Market access plans, local pharmacoeconomic, adapted EU value kit/dossiers.
- Develop a competitive pricing and reimbursement strategy.
- Mapping and identifying local key stakeholders advocacy, engage all key market access stakeholders (payers/ insurance companies, Ministry of Health, patients' associations)
- Build relationships and identify KOL neurologists, key customers, and speakers.
- Early Access Programs, Risk management plan
- Support of patient organizations in multiple sclerosis and rare disease field from 2013:
- Preparation, monitoring and responsibility for multiple sclerosis marketing budget
- responsibilities for preparation advisory boards, expert panels, workshops
- Participation on national and international congresses, global expert panel, meetings
- Forecasting, reporting
- Responsibility for processes in regard with reimbursement non categorized drugs
- Sales

Market Access Manager responsibilities:

- Responsibility to understanding, knowledge and orientation of the local environment of the sector concerning regulations, pricing, reimbursement, monitoring, and the structure of all
- Identifies and executes different pricing strategies to enable optimization of market access and brand profitability throughout the life cycle of the product (tenders, extremely expensive care, agreements with Insurance companies, "of label" drug indication)
- Evaluation of trends, priorities and risks for the company, prepare champions and execute pricing strategies, making Market Access Plan
- Responsibility for initiating, implementing, developing the pricing, reimbursement, and funding strategies (reimbursement, price measure of the MoH)
- Develop and maintain an appropriate knowledge of local guidelines and regulations, medical and scientific practices, pharmaco-economics criteria pertaining to the reimbursement and pricing of in-line new products.
- Monitoring of periodic price review, opponency proposed prices on MoH hearings (price referencing)
- Identify, develop, and establish strategic cooperation with external experts (healthcare authorities, key influential experts, key opinion leaders and decision-makers) for use in future for negotiations in management the legal field, lobbying and pharmaco-economics.
- Communication with authorities in the State institute of drug control (SIDC)
- Communication and negotiations with distributors in Slovakia
- Establish cooperation with the GTO and LSD business Units to ensure a constructive and mutual feedback, teamwork.
- Coach less experienced people in pricing and reimbursement in case of label indication and reimbursement.

- Communication with headquarters, maintain an overview of current Genzyme prices in different EU countries.
- In collaboration with government affairs, initiates and organizes high level events (e.g. advisory boards, stakeholders meeting) to support Market Access activities.
- Participate in selected congresses and symposia's

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2004- 2005

Galderma, Drieňová 34, 821 02 Bratislava

Pharma

Marketing Manager Slovak republic & Czech republic

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- Establish Galderma brand in Slovakia
- Responsibility for submitting and reimbursement new drugs
- Preparation and execution of launches of new drugs
- Build and contact authorities on MoH, insurance companies , lobbying
- Price making
- Preparation, realization and evaluation marketing strategies and tactics (Long / sort term)
- Monitoring and analysis of competition activities
- Preparation, monitoring and responsibility for marketing budget
- Forecasting
- Logistics and contact with distribution companies
- building and maintaining contact with KOL
- sales management- regular calls with Med Reps
- product training of Med Reps

CR

- Preparation and execution of launches of new drugs
- Preparation, realization and evaluation marketing strategies and tactics (Long / sort term)
- Monitoring and analysis of competition activities
- Preparation, monitoring and responsibility for marketing budget
- Forecasting
- sales management- regular calls with Med Reps
- product training of Med Reps

WORK EXPERIENCE

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2003- 2004

Hofmann -La Roche Ltd.

pharma

Product Manager

WORK EXPERIENCE

- Dates (from – to)
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- Occupation or position held
- Main activities and responsibilities

2001- 2003

Hofmann -La Roche Ltd.

pharmabusiness

Medical Representative

WORK EXPERIENCE

- Dates (from – to)
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- Type of business or sector
- Occupation or position held
- Main activities and responsibilities

2000-2001

Fournier Slovakia s.r.o.

pharma

Medical Representative

WORK EXPERIENCE

- Dates (from – to)

1996-1999

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|---|---|
| <ul style="list-style-type: none"> • Name and address of employer • Type of business or sector • Occupation or position held • Main activities and responsibilities | <p>Institute of Preventive and Clinical Medicine,
Department of Molecular and genetics toxicology
science</p> |
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EDUCATION AND COURSE

- | | |
|--|---|
| <ul style="list-style-type: none"> • Dates (from – to) <ul style="list-style-type: none"> • Achieved education level • Qualification | <p>2016-2023
Master of Business Administration
Mondo International Academy, WCI
MBA</p> |
| <ul style="list-style-type: none"> • Dates (from – to) • Achieved education level | <p>1991- 1996
University education
Faculty of Science, Comenius University, Bratislava, Slovakia
Department of Microbiology and Virology
State exam, M.Sc.</p> |
| <ul style="list-style-type: none"> • Qualification | |

PERSONAL SKILLS

AND COMPETENCIES

*Acquired in the course of life and career
but not necessarily covered by formal
certificates and diplomas.*

MOTHER TONGUE

[Slovak]

OTHER LANGUAGES

- | | |
|---|--|
| <ul style="list-style-type: none"> • Reading skills • Writing skills • Verbal skills | <p>ENGLISH
good
good
good</p> |
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Bratislava, December 2025