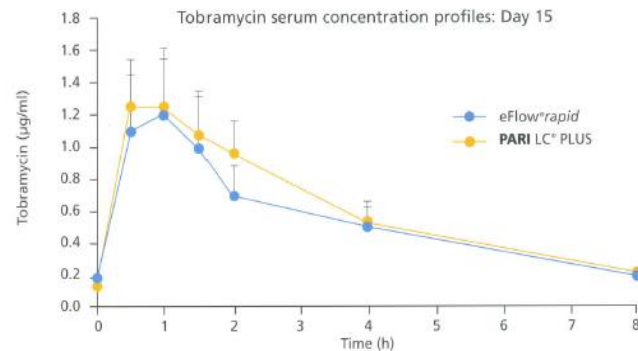


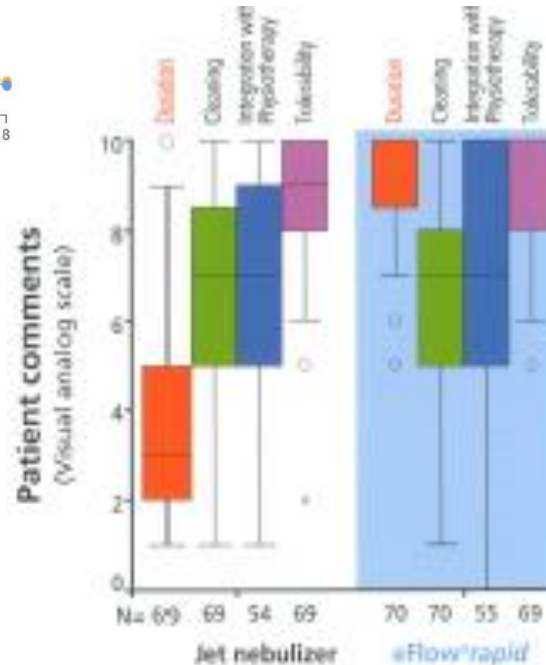
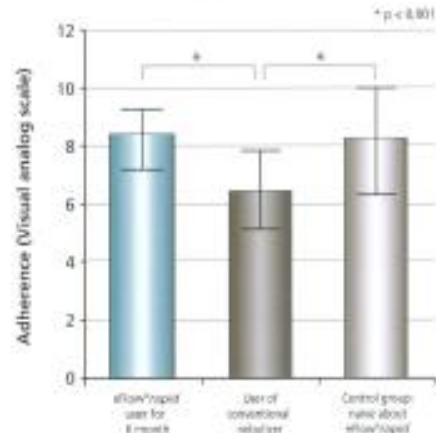
Wissenschaftliches Marketing: Pneumologie und Mukoviszidose

International

Clinical data: Pharmacokinetics, Compliance, Tolerability



Mean tobramycin serum concentration profiles after the last dose from each nebulizer. Bars represent 95% confidence intervals.



- Experience as international productmanager and Key Account Manager in pneumology and allergy business
- Extended knowledge in the field of inhalation treatment and aerosol technology
- Conducting of market analysis and competitive comparison in the field of Cystic Fibrosis and antibiotics for inhalation
- Handling of and response to medical enquiries initiation of survey studies and of medical posters and publications as well as the implementation of scientific contents in promotion and marketing materials
- Technical advisory and monitor in clinical studies (Phase III, IV) negotiating reimbursement issues with various health insurances
- Training the sales teams and foreign distributors
- Active organisation and participation in national and international respiratory-congresses