**Anahid Pinchis**

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46A Bujorului, Bucharest, Romania

**EXPERIENCED SCIENTIFIC EDITOR**

Skilled Canadian English-language scientific editor with over 10 years of professional experience with specific expertise in Medical and Clinical Sciences and Business Administration. Former healthcare executive with a passion for excellence in copyediting and substantive editing.

**SKILLS**

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| * Copyediting, structural editing, and proofreading * Extensive experience in clinical trials in healthcare | * Strong knowledge of regulatory standards, guidelines, & style guides * Customer focus * Journal & congress research | * 100% deadline compliance * Quality assurance & coordination of complex reviews * Flexibility and priority-setting * Microsoft Office suite |

**WORK EXPERIENCE**

1. **FREELANCE SCIENTIFIC EDITING**

**Scientific Editor 2012–Present**

Bucharest, Romania

* Extensive experience in technical and academic editing for international clients.
* A sample of academic articles for which I have provided editing can be found on Google Scholar.
* Specialized in copyediting and structural/substantive editing of complex scientific and medical documents for clarity, grammar, consistency, spelling, and, formatting.
* Subject matter expertise in Medical & Clinical Sciences, Life Sciences, and Business Administration.
* A quality Index score of 3.98/4 as a freelance editor at Cactus Communications (Editage, Wiley Editing Services, Elsevier).
* Three-quarters of all client ratings are “Outstanding.”Client feedback consistently refers to preserving and enhancing the author’s intended meaning.

1. **PAST EMPLOYMENT**

Commercial Excellence Director **2010–2012**

GlaxoSmithKline **–** Bucharest, Romania

* Established and managed a team consisting of Marketing and Sales Excellence, Sales Effectiveness and Market Research for the local operating company.
* Member of the local executive board, directly managed a team of 13 with an annual budget of Euro 1 million.
* Embedded best-in-class approaches to annual brand planning, launch readiness, sales force sizing & engagement and performance-based incentive programs.
* Implemented affiliate-wide sales and marketing performance tracking. GSK Romania was deemed a successful model within Central and Eastern Europe for commercial effectiveness.
* Strengthened digital marketing capabilities and digital readiness plan.
* Led development of local commercial career paths, increasing by 60% employee satisfaction regarding career options and accelerating succession planning by 6 months.

Global Commercial Strategy Director **2004–2009**

GlaxoSmithKline– London, UK

* Led commercial team to guide development programs and lifecycle business plans within Respiratory, with an annual budget of GBP 0.75 million, collaborating closely with countries and a global cross-functional team.
* Headed global pre-launch for allergy brand Allermist.
* Developed and gained R&D Board approval for early commercial strategy in Respiratory.
* Led commercial basis to proceed to Phase III project milestone for Company’s first respiratory biological asset, securing R&D Board agreement.
* Interacted extensively with clinical development and regulatory teams to define target product profiles and product features.
* Recommended and gained senior management approval to the in-license significant new product (GBP 100 million in estimated peak global revenue) for the Respiratory portfolio.

Marketing Director, European Strategic Planning **2000–2004**

Procter & Gamble Pharma **–** Geneva, Switzerland

* Established and led a matrix team of 20 individuals responsible for European strategic input into the company's drug development portfolio.
* Reported to European VP, with five direct commercial reports and a budget of USD 1.5 million.
* Drove higher-quality regional strategic and commercial input to global R&D programs, resulting in a 35% increase in the European valuation of R&D initiatives, strengthening the region's voice.
* The cross-functional team was deemed a "strong strategic voice of Europe" by US headquarters and EU senior management.

**EDUCATION**

Master Of Business Administration, International Business & Marketing

McGill University – Montreal, Canada

Bachelor Of Science, Biology, Human Genetics (Muriel Roscoe Prize)

McGill University – Montreal, Canada

**ADDITIONAL INFORMATION**

* **Nationality** – Canadian & EU citizenship
* **Languages** – Native English & fluency in French (reading, writing, speaking & listening)

Working knowledge of Spanish & Romanian

* **Interests** – Travel, dance, running