

# ELTON SAGIM

Marketing Manager



## PERSONAL INFORMATION

#### **BIRTH DATE:**

30th October 1978

#### **NATIONALITY:**

Malaysian

#### YEARS OF EXPERIENCE IN INDUSTRY:

A degree in Biomedicine has served me well in providing a solid technical foundation during my career thus far in healthcare and pharma.

I have over 20 years of experience in healthcare and the pharma industry, with increasing responsibilities for commercial roles in both sales and marketing.

Myers-Briggs would define my personality archetype as an INTJ. At work I've been described as a responsible, analytical, creative team player and leader.

My friends and family would say I'm a warm, thoughtful person with a good sense of humor that loves good food and good company.

No matter the context and setting however, I love applying both creative and rational solutions to everything I do.



## CONTACT INFORMATION

#### LOCATION:

Kuala Lumpur, Malaysia

#### PHONE:

+6019-755 1830

#### WEBSITE:

http://linkedin.com/in/elton-s-4b725b41

#### **EMAIL:**

eltons@gmail.com



### EDUCATION

#### UNIVERSITY OF MALAYA, Kuala Lumpur Bachelor of BioMedical Science - BBioMedSc (Hons) 1998 - 2002



https://medicine.um.edu.my/bachelor-of-biomedical-science-bbiomedsc-hons

#### SMB SAINT ANTHONY, Sarawak

Awards: Science Quiz national champion. English debate team district champion. School Blue award recipient.





# WORK EXPERIENCE

#### **DUOPHARMA BIOTECH BERHAD**

Marketing Manager, Ethical Specialty Business Feb 2018 - Present

Responsible for managing two key therapeutic areas in three countries Malaysia, Singapore and Brunei.

- **Diabetes Care** (Insulins and Oral Anti-Diabetic Medications)
- Responsible for **over 20%** of the company's annual **topline revenue**.
- Successfully launched the biosimilar analogue insulins Kirsty® & Basalog One® with track record for securing several key tenders and growing market share.
- Successfully secured a three-year RM 375.17 Million contract to supply recombinant human insulin to all Ministry of Health hospitals. https://www.nst.com.my/business/2021/12/755348/duopharmabiotech-bags-rm37517mil-contract-supply-insulin-govt-hospitals

#### Other roles & responsibilities:

- Public awareness team lead in the Duopharma COVID-19 vaccine
- **Risk Champion** for the Ethical Specialty Business division, responsible for identifying key risk factors, monitoring risk-mitigating measures.
- Diabetes Care Digital App development taskforce leader.
- New diabetes-range product pipeline development
- External stakeholder management, including trading partners, regulators, payors, KOLs and healthcare providers



Microsoft Word



Top 15% of 6.0M people on LinkedIn

Microsoft Excel



Top 5% of 17.6M people on LinkedIn

Microsoft PowerPoint



Top 5% of 5.8M people on LinkedIn



What occupies me outside of work:





Dining & Entertaining



Fitness & Wellness



**Board Gaming** 



**Books & Book Clubs** 

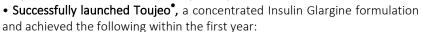


Finance & Investment

## SANOFI-AVENTIS Senior Product Manager

2014 - 2017

Responsible for **Diabetes Portfolio** (Insulin)



Accelerated listing into drug formularies of HUSM & PPUM institutions Rapid sales penetration into Brunei market

- Lantus<sup>®</sup> successful MOH tender renewal worth RM 7.0 Million per annum with minimal price erosion despite biosimilar competition
- Successfully increased average maintenance dose of Lantus<sup>®</sup> insulin in national public sector hospitals by 20% within 1 year
- Expansion of Lantus® into MOH primary care clinics with 100% penetration to MOH primary care Family Medicine Specialist prescribers within 1st year
- Led team to develop and launch first patient centric, closed loop marketing digital sales tool in Sanofi-Aventis' Southeast Asia region

#### Awards & Recognition:

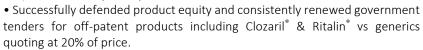
Sanofi Aspire Award –2017 HUSM Toujeo® rapid listing
Sanofi Aspire Award –2016 Marketing excellence in execution
Sanofi GM Award —2015 Lantus® dose optimization campaign

## NOVARTIS

# Product Manager

2011 - 2014

Responsible for **Psychiatry** Portfolio: Clozaril®, Exelon® & Ritalin®



#### Awards & Recognition:

Novartis People's Choice Award –Clozaril® tender renewal best practice 2013 Novartis Pharma Executive Council Award 2013 Clozaril® MOH tender renewal

# JANSSEN-CILAG, a division of Johnson & Johnson Assistant Product Manager

janssen 🕽

2008 – 2011

Responsible for **Psychiatry** Portfolio. Products included Risperdal\*, Invega\*, Invega\* Sustenna\* & Concerta\*

Successfully launched Invega® Sustenna®, an extended-release injectable antipsychotic.

#### Awards & Recognition:

Janssen-Cilag Asia-Pacific Product Manager of the Year 2009

### Senior Product Specialist (Sales)

2006 – 2008

Responsible for **Neurology** portfolio: Topamax<sup>®</sup>, Reminyl<sup>®</sup>

**Product Specialist (Sales)** 

2003 - 2006

Responsible for **Neurology** portfolio: Topamax®, Reminyl®

#### Awards & Recognition:

Sales Rep of the year 2007





## PUSAT PERUBATAN UNIVERSITI MALAYA Medical Laboratory Technician 2002 – 2003



Provided information for patient diagnosis and treatment by performing laboratory tests hospital laboratory. Specialized in **molecular-pathology and PCR-based testing**.

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# **PUBLICATIONS**

1. Leong CW, Sagim E, Yee KM, et al. Pharmacokinetic bioequivalence of sitagliptin phosphate tablet formulations: a randomized, open-label, crossover study in healthy volunteers. *Generics and Biosimilars Initiative Journal (GaBI Journal)*, 2023;12(1):7-11.

DOI: 10.5639/gabij.2023.1201.003

 Leong CW, Sagim E, Yee KM, et al. Pharmacokinetics and relative bioavailability of sitagliptin hydrochloride and sitagliptin phosphate tablets formulations: a randomized, open-label, crossover study in healthy male volunteers. Generics and Biosimilars Initiative Journal (GaBI Journal), 2023;12(1):12-6.

DOI: 10.5639/gabij.2023.1201.004



Available upon request.

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