



## **PERSONAL INFORMATION**

Name **WALTER MEDDA**  
Nationality **Italian**  
Date of birth **SEPTEMBER, 13<sup>RD</sup> 1956**

## **WORK EXPERIENCE**

**From Feb 2019**

### **DENTALCOOP Srl**

- Chief Executive Officer

### **D4Y**

- Chief Executive Officer

### **CRSG**

- Chairman of the Board

**From June 2017**

### **SIFI SpA – Catania**

- Member of the Board of Directors

**Oct 2014 – Jan 2019**

### **Advisor at Italfarmaco SpA**

- **Acting as Sales Director to:**
  - Build-up & lead a Sales Force composed of 50 Commissioners;
  - Increase revenues of a “Mature Portfolio” (6 historical brands).

**May 2014 – Oct 2014**

### **AchieveGlobal**

- Associate Partner

**Jan 2011 – Feb 2020**

### **Tetra Consulting Srl**

- Shareholder & President

**Aug 2010 – Dec 2010**

### **Teva Italia S.r.l.**

- Chief Integration Officer for Ratiopharm acquisition

**Jan 2007 – Jul 2010**

### **Teva Italia S.r.l.**

- Managing Director & General Manager
- Member of Executive European Team (Teva Europe)
- Member of Global Leadership Team (Teva Corporate)

**Apr 2006 – Dec 2006**

### **Teva Italia S.r.l.**

- Deputy Managing Director & Chief Operating Officer
- Member of the European Commercial Excellence Team (Teva Europe)

**Apr 2005 – Mar 2006**

### **Teva Italia S.r.l.**

- Deputy Managing Director & Commercial Director

**Dec 2004 – Mar 2005**

**Teva Italia S.r.l.**

- Strategic Development & Portfolio Management Director

**Jan 2002 – Nov 2004**

**Dorom S.r.l.** (1<sup>st</sup> Generic Company in Italy owned by Pharmacia)

- General Manager
- Member of the Board of Directors

**Pharmacia**

- Member of EMT (Executive Management Team)
- Member of OMT (Operative Management Team)

**Nov 1999 – Dec 2001**

**Pharmacia**

- Sales Director (hospital & retail market)

**July 1996 – Oct 1999**

**GlaxoWelcome**

- Regional Sales Manager (Sicily – Calabria – Sardinia)

**Jun 1990 – June 1996**

**GlaxoWelcome**

- District Manager Sardinia

**Feb 1986 – June 1990**

**Glaxo**

- Sales REP

## Education

- General Certificate of Education, Private College Sanluri (Cagliari) – Sardinia, Italy
- Chemistry Degree, University of Cagliari – Sardinia, Italy

## Language

- Italian: mother tongue
- English: fluent both in speaking and writing

## Training

- Negotiation Dynamics at INSEAD
- Global Leadership Program at Teva Israel & USA
- Commercial Excellence at Teva Europe
- Strategic Business Development at Teva Europe
- English at Canning School Milan, London & Bath
- Marketing at Pharmacia
- Sales Effectiveness & Change Management at Pharmacia
- Sales Management & People Management at Glaxo
- Leadership at Glaxo