



Personal information

First name(s) / Surname(s) **OANA -LILIANA IONESCU (FILIP)**

Address(es) Aleea Privighetorilor 86 P, Corp A, Sector 1. Bucuresti. Romania

Telephone(s) Phone: Mobile: 0040 722.703.428

E-mail oanaionescu611@yahoo.com

Nationality Romanian

Date of birth 28.03.1979

Gender Female

Desired employment / Occupational field

Work experience

Dates **October 2012- present**

Occupation or position held *Key Account Specialist*

Main activities and responsibilities Maintaining relationship with the management teams of public and private hospitals and clinics, CASJ, DSP , CM, in order to increase the Company impact.
Project management for national and local projects.
Identifying and maximize the opportunities for priority products.

Name and address of employer Servier Pharma SRL; 11-15, Tipografilor, S-Park, A1, 3rd floor, district 1, Bucharest, Romania

Type of business or sector Pharma, sales

Dates **July 2008- September 2012**

Occupation or position held *Hospital Representative on Task Force Medical*

Main activities and responsibilities Direct and scientific product promotion to medical doctors and chemists; teritorial management; data base management; sales analysis and development product in allocated area; ability to reapply learned skills in different environments.
Medical Speciality: Endocrinology, Rheumtology, BFT, Orthopaedi, Dermatology, Surgery
Phatology: Osteoporosis, Venous Disease.

Name and address of employer Servier Pharma SRL; 11-15, Tipografilor, S-Park, A1, 3rd floor, district 1, Bucharest, Romania

Type of business or sector Pharma, sales

Dates **February 2007 – June 2008**

Occupation or position held *Medical Representative*

Main activities and responsibilities	Direct and scientific product promotion to medical doctors and chemists; territorial management; data base management; sales analysis and development product in my territory. Medical Speciality: GP, Internal Medicine, Cardiology, Dermatology, Surgery Pathology: HTA, Osteoporosis, Venous Disease.
Name and address of employer	Servier Pharma; 11-15, Tipografilor, S-Park, A1, 3 rd floor, district 1, Bucharest, Romania
Type of business or sector	Pharma, sales
Dates	February 2003 – February 2007
Occupation or position held	Research Assistant – "C.I Parhon" National Institute of Endocrinology
Main activities and responsibilities	Basic research, clinical trials
Name and address of employer	B-dul. Aviatorilor 34; district 1; Bucharest; Romania.
Type of business or sector	Clinical research
Dates	April 2005 – May 2007
Occupation or position held	Medical representative
Main activities and responsibilities	Clinician practice; scientific product promotion; clinical management.
Name and address of employer	S.C. I.D.S. Laboratories S.R.L, 58 Calea Dorobantilor, district 1, Bucharest
Type of business or sector	Promotional activity for medical services: detection of viral infectious disorders (HPV, HCV)
Dates	May 2007- December 2007
Occupation or position held	Medical Representative
Main activities and responsibilities	Direct and scientific product promotion to medical doctors and chemists; territorial management; data base management; sales analysis and development product in my territory
Name and address of employer	"Farmila Thea" Group and Bausch and Lomb, Str. Dambovita Nr 10H, district 6. Bucharest
Type of business or sector	Pharma, Sales- Ophthalmology
Dates	August 2005- October 2005
Occupation or position held	Clinical Monitor (collaboration)
Main activities and responsibilities	Biomedical research activity
Name and address of employer	3S-Pharmacological Consultation and Research GmbH
Type of business or sector	Koenigsberger str1, 27243 Harpstedt Germany
Achieved	Developed my interpersonal relationships, scientific knowledge and my self-analysis.

<p>Education and training</p> <p>Date</p> <p>Principal subjects/occupational skills covered</p> <p>Name and type of organization providing education and training</p> <p>Dates</p> <p>Title of qualification awarded</p> <p>Principal subjects/occupational skills covered</p> <p>Name and type of organization providing education and training</p> <p>Dates</p> <p>Title of qualification awarded</p> <p>Principal subjects/occupational skills covered</p> <p>Name and type of organization providing education and training</p> <p>Dates</p> <p>Title of qualification awarded</p> <p>Activity</p> <p>Name and type of organization providing education and training</p>	<p>2020 - present Resident Pharmacist - General Pharmacy Speciality</p> <p>2017- present PhD Student in pharmaceutical sciences Thesis Title : <i>Synthesis and characterization of a biocompatible composite material of type-hydroxyapatite- collagen- antibiotics</i></p> <p>2014 - 2019 University of Medicine and Pharmacy of Craiova. Faculty of Pharmacy.</p> <p>2014 Training Course, Public Speaking by Mihaela Dumitru and Tomi Cristin.</p> <p>2013 Process Communication Model Training by Dragos Bucurenci Training Course, Introduction in Diagnosis Related Groups by dr Nona Chiriac Trainig Course Tools and Techniques od Project Management by Business Management Consultants</p> <p>2010 Business Persuasion training organized by Andy Szekely</p> <p>2007 – 2008 Selling skills training (4 modules) and assertiveness training organized by Roberta Joachim, manager of Training Department. Servier Pharma; Bucharest; Romania</p> <p>April 2005 Sales tutorial Title: “ T.I.V.” Intelligent sales techniques FILIPides Complete Consultancy</p> <p>2004 – 2006 Master in Biochemistry and Molecular Biology Thesis Title: “<i>Comparative study of growth and adrenal axes in fetal human pituitary</i>” Prof. Dr. Marieta Costache Dissertation Faculty of Biology University of Bucharest; Romania Specialization- Biochemistry and molecular Biology</p> <p>2000 – 2004 Biochemist Thesis Title: “ <i>Ontogenetic expression of genes involved in the central regulation of water balance in human fetus</i>” Faculty of Biology University of Bucharest; Romania</p>
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Dates	2002-2003																																								
Title of qualification awarded	Pedagogy in practice																																								
Activity	Pedagogy																																								
Name and type of organization providing education and training	"Iulia Hasdeu" and "Mihai Viteazu" high schools																																								
Dates	2001-2004																																								
Title	Module																																								
Activity	Educational psychology, general pedagogy, educational communication																																								
Name and type of organization providing education and training	Faculty of Biology University of Bucharest; Romania																																								
Dates	2001																																								
Title	Molecular biology training program																																								
Activity	Research Project																																								
Name and type of organization providing education and training	Copenhagen University, Faculty of Medicine- "Panum" Institute, Copenhagen, Denmark																																								
Dates	1999-2001																																								
Title of qualification awarded	General nurse																																								
Activity	Nursing																																								
Name and type of organization providing education and training	"Fundeni" Nurse school																																								
Personal skills and competences																																									
Mother tongue(s)	Romanian																																								
Other language(s)																																									
Self-assessment																																									
<i>European level (*)</i>																																									
English																																									
French																																									
	<table border="1"> <thead> <tr> <th colspan="4">Understanding</th> <th colspan="4">Speaking</th> <th colspan="2">Writing</th> </tr> <tr> <th colspan="2">Listening</th> <th colspan="2">Reading</th> <th colspan="2">Spoken interaction</th> <th colspan="2">Spoken production</th> <th colspan="2"></th> </tr> </thead> <tbody> <tr> <td>B2</td> <td>Independent User</td> <td>B2</td> <td>Independent User</td> <td>B2</td> <td>Independent User</td> <td>B1</td> <td>Independent User</td> <td>B2</td> <td>Independent User</td> </tr> <tr> <td>A2</td> <td>Basic User</td> <td>A1</td> <td>Basic User</td> <td>A1</td> <td>Basic User</td> <td>A1</td> <td>Basic User</td> <td>A1</td> <td>Basic User</td> </tr> </tbody> </table>	Understanding				Speaking				Writing		Listening		Reading		Spoken interaction		Spoken production				B2	Independent User	B2	Independent User	B2	Independent User	B1	Independent User	B2	Independent User	A2	Basic User	A1	Basic User	A1	Basic User	A1	Basic User	A1	Basic User
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	<i>(*) Common European Framework of Reference for Languages</i>																																								
Social skills and competences	-Team work: I have worked in very various team, from research team to sells team, were I developed my communication skills and interpersonal relationships -Flexible and eager to learn																																								
Organizational skills and competences	-Project manager in my territory activity with good sense of organization and planning -Organizational skills for medical meetings and good presentation skills: round table, group presentation and pharmacy presentation; presence in local or national medical symposiums .																																								
Computer skills and competences	Competent with Word, Excel, PowerPoint , Outlook																																								
Artistic skills	Writing prose and poetry																																								
Hobbies	travel, read																																								

Driving license	2005-B category
Additional Information	<p>Scientific Activity:</p> <ul style="list-style-type: none"> - Oana-Liliana Filip*, Andreea Gabriela Mocanu, Ionela Andreea Neacșu, Maria-Viorica Ciocîlteu, Gabriela Rău, Johny Neamțu. Biocompatibility Studies on a Collagen-Hydroxyapatite Biomaterial, Current Health Sciences Journal, 2022, vol.48, no 2, ISSN 2067-0656 - Ciocîlteu M.V., Filip (Ionescu) O.L.*, Manda C.V., Nicolaescu O.E., Neacșu I.A., Fikai A., Buzatu I.M., Nicolicescu C., Croitoru O., Neamțu J. Physico-chemical characterization and antibacterial activity of a controlled collagen-hydroxyapatite-ciprofloxacin release system, Farmacia, 2020, 68(6):1055-1061. I:F Impact Factor 2020 =1.527, SRI 2019= 0,122 - Ionescu (Filip) Oana, Ciocîlteu MV*, Manda CV, Neacsu IA, Fikai A, Amzoiu E, Turcu Stiolica A, Croitoru O, Neamtu J. Bone - Graft Delivery Systems of Type PLGA-gentamicin and Collagen - hydroxyapatite – gentamicine, Materiale Plastice 2019; 56(3):534-537. Impact Factor: 1.517, SRI=0.150, ISSN: 0025-5289; - BIOREMED 2019- Conference, Poster .– Delivey Systems- Bone Graft Type of Collagen- Hydroxiapatite- Gentamicine. - The days of the Craiova University of Medicine and Pharmacy 2019 Oral communication- Delivery systems: Collagen- Hydroxyapatite- Ciprofloxacin type bone graft - EAHP Congress 2017- Poster 1- Involvement Of Multidrug Resistant Flora In Invasive Infections - Poster 2.- The Burden Of Clostridium Difficile Infection In a Romanian Regional Hospital - National Congress of Pharmacist Students 2016- Oral Communication. Age dependent endocrine disorders in etiopathogenesis of refractory acne in women - Niculescu DA, Botusan I, Rasanu C, Radian S, Filip O, Coculescu M- Central sleep apnea in acromegaly versus obesity. Acta Endo (Buc) 2005, 1 (1): 79-88 -