

Daniel Moran

Interim General Manager at IOR Network for Talents

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Summary :

Senior Leader handling Global and transnational P&L in Pharmaceutical, Petrochemical and Food industries.

Consulting, business development and operations experience. Business transformation, Outsourcing, IT Strategy; Innovation and Sustainability.

Acknowledged public speaker at conferences especially on areas such as manufacturing, design, shared services, emerging markets, and Innovation.

Specialties: Running businesses, Managing large transnational operations, logistics industry relationships, manufacturing, supply chain, shared Services, Business Development, Engagement Structuring, Offshore Outsourcing, Business/IT Consulting; Managing Innovation; Marketing and Business Development.

Experience

Interim General Manager at IOR Consulting - January 2015 - Present

Defined vision, strategy, and execution to achieve and sustain partnering excellence at a large corporation dedicated to the development of vaccines and serums.

Manage the product development process through to Proof of Concept, followed by dynamic efforts to finalize licensing contracts with strategic partners to achieve commercial launch

Led successful share issuance (by selling shares to private investor) supporting development and investment programs.

Vice President of Operations at IKKONA - August 2013 - Present

IKKONA is an International recruitment company specialized in professional placements for the Executive, Engineering to the Pharmaceutical, Automotive, Aerospace, Rail, Energy, Environment and Food industries.

We have a strong code on working honestly, ethically, and reliably as well as providing a best in class service to our clients and response to our candidates.

Our approach is simple. We engage with our clients exclusively, connecting at every stage, conducting a highly confidential and exhaustive market search, with the sole aim to hire the best executives be it permanently or on an interim mode.

VP Pharmaceutical and Food Industry Senior Consultant at EY - February 2010 - July 2013

(3 years 6 months)

In charge of technical customers facing sales consulting including solution and pre-sales, solution presentation, customer relationship development. Focus on complete life cycle including vision, strategy, and execution to achieve licensing of the vaccines and products. Additional experience in a wide range large companies of including, supply chain , production, retail,distribution and maintenace. Additional specialization in Business Intelligence, ERP, PLM, CRM, HR, Supply Chain and Procurement

Global Integration Manager at Unilever - May 2005 - January 2010

(4 years 9 months)

Supply network operations contact to the business team, delivering cost, inventory and customer service.

Translating markets/business needs into supply chain solutions, driving go to market requirements back into supply operating strategy. Delivered operating strategy, business continuity plans and new innovation scope definition.

My role was to ensure that the products are available in the right place, the right time at the right cost throughout the entire Europe, EMEA, LATAM, NAFTA and APAC. I was covering both the Retail as well as the Professional portfolio of the business.

Sales & marketing Senior Director/Group Leader at Novartis June 1981 - February 2004

(22 years 9 months)

Lead team responsible for global marketing, pipeline and lifecycle strategy for several product portfolio. In charge for leading commercial view of pipeline and business development opportunities, preparing launch platforms, and developing winning global product strategies across different regions.

Project Manager at GE September 1979 - June 1981

(1 year 10 months)

Education

The London School of Economics and Political Science (LSE) Master of Business Administration (M.B.A.), Business/Managerial Economics, 1985 - 1986

Ecole polytechnique fédérale de Lausanne

Doctor of Philosophy (Ph.D.), Mechanical Engineering, 1972 - 1979