

DENIZ MORALI

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WORK EXPERIENCE

Jupiter Life Sciences Consulting – Market Access Consultant **Boston, MA, U.S. (09/2016 – Present)**

Management of various value strategy, payer engagement and pricing and reimbursement projects for top global biotechnology companies, supporting key business needs and business development projects, creating and delivering market access passports (strategic country infographics) to key stakeholders

Achievement: Employee of the year award

Boehringer Ingelheim – Market Access Specialist **Istanbul, Turkey (01/2016 – 07/2016)**

Tracked reference prices and took strategic and proactive actions, applied for price changes and worked in reimbursement studies, executed competitive price and reimbursement analysis, worked cross-functional and responded to local, regional and global requests

Achievement: Earned 79% price increase for a product as a result of close follow-up and negotiations with the MoH

Santa Farma Pharmaceuticals - Budget Planning & Pricing Specialist **Istanbul, Turkey (03/2015 – 01/2016)**

Reported actual results/budget comparison and profitability, monitored changes in regulations, submitted relevant documents to SSI and MoH, defined pricing needs and strategies, collaborated with local and global pricing teams, informed relevant divisions about competitors and their strategies

Pearl Healthcare Group - Health Management Trainee **Kent, U.K. (11/2014 – 03/2015)**

Undertook performance improvement projects and needs assessments, monitored competitors, took action plans and supported them by developing links with key partners

Charing Cross Hospital, NHS England - Project Consultant **London, U.K. (05/2014 – 08/2014)**

Conducted a time and motion study to improve efficiency in the oncology clinic by analyzing the resource requirements, gaps and areas to improve, presented possible solutions to hospital management

EDUCATION

Imperial College London, Business School - M.Sc. International Health Management **London, U.K (2013 – 2014)**

Merit

Term paper: Decision-Making on the Range of Health Services that are Provided to Citizens Free of Charge

Health Economics paper: Cost-Benefit analysis of Cemented vs. Cementless Hip Arthroplasty in the UK

Middle East Technical University – B.Sc. Business Administration **Ankara, Turkey (2009 - 2013)**

Honor Roll for 2 semesters

Term paper: Innovation in Health - Synthesis of the insights of two experts on health care innovation

Lycée Français Saint Joseph - High School Diploma & French Baccalaureate **Izmir, Turkey (2004 – 2009)**

Highest Honor

Full Scholarship at CLI Dante Alighieri, Rome, Italy - Summer School (2007)

1327th nationwide in the University Placement Test, 3rd nationwide in Galatasaray University Entrance Test in French

AREAS OF RESPONSIBILITY

Imperial College Biopharma and Healthcare Club - President **London, U.K. (2013 – 2014)**

Brought together healthcare professionals and students for academic discussion and introduction of career opportunities in the biopharma and healthcare sector

Imperial College MedSIN Society - Member **London, U.K. (2013 – 2014)**

Raised donation at Hammersmith & Fulham Foodbank in collaboration with the Trussel Trust, attended Sign Language classes

Middle East Technical University Management Club - Coordinator **Ankara, Turkey (2009 – 2011)**

Organized nationwide business talks and career activities

Lycée Français Saint Joseph Solidarity Club – President **Izmir, Turkey (2007 – 2008)**

Raised donation for and organized visits to nursing homes, care centers and child welfare institutions

Rotary International (Goztepe Interact Club 2440th district) - Vice President **Izmir, Turkey (2006 – 2008)**

Raised awareness towards Polio vaccination, raised donation for Tsunami victims, worked for the 'Clean Sea' project, participated in youth exchange programs in Brazil (July 2007) and Finland (Aug. 2006)

SKILLS

Language: Turkish (Native), English (Fluent), French (Fluent), Italian (Fluent), Spanish (Beginner)

IT: MS Office, Microsoft Visual Basic, SAP, Salesforce