TIMOTHY KOLOSZKO

NON-EXECUTIVE DIRECTOR

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PROFILE

Highly qualified, with wide ranging commercial experience in marketing and business development - built upon deep technical expertise in the clinical diagnostics, medical device and pharmaceutical sectors. A strategic thinker who brings challenge to the status quo, resulting in clear marketing and business development strategies and delivery of customer focused solutions. Uses an informed and pragmatic common-sense approach to resolve problems and identify opportunities. Experienced in growing business in challenging economic and cross-cultural climates. Instrumental in growing revenues of over $1bn*.* A Biomedical Science background has helped to shape an inventive, analytical thinking style which has added value to start-ups and multinationals.

Having spent his recent career in the NHS, is now looking to return to the commercial world to add long-term strategic value to help businesses achieve sustainable growth as a Non-Executive Director in the clinical diagnostics, medical device & pharmaceutical sectors.

RELEVANT COMPETENCIES

Project Management | Change Management | International Business Relations | Integration | New Products to Market | Strategic Planning | Marketing Strategy | Partnerships | Market Entry | Global Opportunity | Restructures | Regulation & Compliance | Commercial Awareness | Risk Awareness | Corporate Governance | Financial Literacy | Sales Strategy | Negotiation | Customer Engagement | Digital & Technological

SELECTED CAREER HIGHLIGHTS

* Implemented a business plan and marketing strategy for life sciences and medical devices to further expand into Europe and US (KAM, *iNFOTEAM-SOFTWARE*).
* Built a sales pipeline from zero to in excess of **Sfr.3m** (KAM, *iNFOTEAM-SOFTWARE*).
* Doubled inside sales for European and Asian business segments to over **$2m** in under two years while driving a growth in ‘outside sales’ from **$500k** to more than **$5m** (GISAM, *Pharsight*).
* Increased revenue streams from **$750k** to **$1.5m** during highly challenging market conditions of  
  2008 – 2009 (GISAM, *Pharsight*).
* Built a new business pipeline of **$10m+**. Achieved circa **10%** market share growth within an extremely mature industry (GISAM, *Pharsight*).
* Devised and implemented major expansion plan for Far East and India representing potential incremental sales of over **$20m**. These key future business opportunities were instrumental in the profitable sale of the company to a VC-backed trade buyer (GISAM, *Pharsight*).
* Identified and developed new strategic global opportunities worth over **£25m** (IBDM, *Norbrook Pharmaceuticals*).
* Restructured marketing function in line with Regulatory, Legal and Quality functions (IBDM, *Norbrook Pharmaceuticals*).
* Successfully leveraged company’s reputation and assets. Dramatically improved global brand awareness and corporate image by widening product focus from UK/Ireland to global markets (IBDM, *Norbrook Pharmaceuticals*).
* Designed a corporate strategy to develop and manage a key high-profile distribution agreement (IMM, *DPC*).
* Led rapid sales expansion initiative generating incremental revenues of over **$2.5m** in the first quarter and facilitating an annual income stream approaching **$20m** (IMM, *DPC*).
* Reduced returns significantly through the introduction of a system process model increasing product accuracy rates by **90%** (EPM, *Beckman Coulter*).
* Instrumental in the growth of a turnover of **$1bn** to over **$2.1bn** through the integration of bespoke products and solutions (EPM, *Beckman Coulter*).

CAREER CHRONOLOGY

**Specialist Biomedical Scientist** (Blood Sciences) 2018 – Present

*Cambridge University Hospitals NHS Trust, UK*

**Specialist Biomedical Scientist** (Blood Sciences) 2017 – 2018

*NW Anglia NHS Trust, UK*

**Business Partner** 2014 – 2015

*Qubami logic puzzles, Switzerland*

**Key Account Manager** (Life Sciences) 2011 – 2013

*iNFOTEAM-SOFTWARE, Switzerland*

**Global Inside Sales Account Manager** 2007 – 2009

*Pharsight, Switzerland*

**International Business Development Manager** 2007

*Norbrook Pharmaceuticals, Northern Ireland*

**International Marketing Manager** 2004 – 2005

*Diagnostic Products Corporation (DPC), Switzerland*

**European Project Manager (Automation & IT)** 2001 – 2003

**Senior Technical Marketing Specialist** 1997 – 2001

*Beckman Coulter, Switzerland*

ACCREDITATIONS, AFFILIATIONS & LANGUAGES

MBA (Finance & Accounting) - University of Liverpool (2005)

MSc Computer Sciences - Bradford University (1988)

Clinical Chemistry - Sheffield Hallam University (1984)

Chemistry/Analytical Chemistry - Sheffield Hallam University (1980)

Professional Diploma in Marketing – Chartered Institute of Marketing (CIM) (2006)

Association for Project Management (APM) Certification (2001)

State Registered (UK) Biomedical Scientist – Health Care Professions Council

Member - Chartered Institute of Marketing (MCIM)

Member - Chartered Management Institute (MCMI)

Member - Project Management Institute (PMP)

Member- Consortium for Software Standardisation (SiLA)

English (native) | French (CEF: B1) | German (CEF: A2) | Italian (basic)