



## PERSONAL INFORMATION

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## WORK EXPERIENCE

05/2023

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**Member of Pharmtech group, NANOALB, Academy of Science of Albania.  
Full time**

01/03/2021–cont...

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**Head of sterile, LVP unit. - Full time  
Profarma Sh.a, Tirana (Albania)**

- The responsible person for Production of Sterile solutions for injections
- Manage, control and supervise all production stages of final Sterile products, from the raw materials, production processes and the final packaging process.
- Managing all the documentation, SOP, batch records, log books, of production and other QA documentation requested.
- Leadership, management and coordination responsibilities for all employees and activities.
- Manager and trainer of Department's Staff including pharmacist, technicians and operators.
- Work and collaborate with other departments of the company (R&D, HR, QA, QC)

**\*Apart from the Head of an Unit Production , I am selected as the responsible person for foreign affairs, covering different aspects.**

**Business development manager – part time, remotely**  
**DLBEEN Group**

- Developing client relationships and strengthening industry partnerships.
- Identifying new clients by researching and creating networking opportunities.
- Negotiating and closing business deals that promote sustained revenue.
- Liaising with Sales, Marketing, and Management to align strategies aimed at increasing revenue.

01/2022.....cont

**Business development consultant – part time, freelance**

*Metabian UK and other companies interested in.*

- Finalizing many business agreements between different companies interested to expand their portfolio
- Taking part in advanced negotiations of business agreements.
- Identifying new clients by exploring my network.

01/04/2017–28/02/2021

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**Supervisor of Sterile Production (Injectables, Infusions) Department- Full time**

**Profarma Sh.a, Tirana (Albania)**

- Lead Pharmacist for Production of Small and Large volume injections
- Lead pharmacist and supervisor for aseptic processes and critical aseptic filling
- Manage, control, and supervise all production stages of Sterile products.
- Managing all the documentation, SOP, batch records, log books, of production
- Work and collaborate with other departments of the company (R&D, HR, QA, QC)

12/12/2016–31/03/2017

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### **Production Pharmacist- Full time**

#### **Profarma Sh.a, Tirana (Albania)**

- Production Assistance of Small and Large Injections
- Documenting some of the Production Stages, SOP, batch records and log books.
- Implementing GMP regulations upgrades for Ampules and Perfusion Unit.

05/03/2016–11/12/2016

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### **Pharmacist-Part time**

#### **Elda Farmakrem, Tirana (Albania)**

- Processing Prescriptions
- Providing advice about health issues, symptoms, and medications in response to customer inquiries
- meeting medical representatives
- keeping statistical and financial records

04/02/2016–11/12/2016.

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### **Pharmacy Manager- Full time**

#### **Italian Pharmacy - Derma Center, Tirana (Albania)**

- providing advice about health issues, symptoms and medications in response to customer inquiries
- recruiting, training, and managing staff
- processing prescriptions and dispensing medication
- ordering and selling medicines and other stock
- meeting medical representatives
- managing budgets
- keeping statistical and financial records
- marketing services
- Lead pharmacist of Galenic Productions (Different formulations like creams, solutions, etc. for skin problems.

10/07/2015–03/02/2016

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### **Intern Pharmacist**

#### **Agimi 2 Pharmacy, Tirane (Albania)**

- processing prescriptions and dispensing medication
- ordering and selling medicines and other stock
- Providing advice about health issues, symptoms etc.

07/06/2015–09/09/2015

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### **Medical Representative**

#### **CFO Pharma, Tirana (Albania)**

- Achieving assigned sales targets and goals.
- demonstrating or presenting products to healthcare staff including doctors, nurses and pharmacists
- undertaking relevant research
- maintaining detailed excel records

## **EDUCATION AND TRAINING**

01/11/2023... **PhD in Pharmaceutical Sciences,**

- Sapienza University , Rome
- Pharmaceutical Sciences

20/10/2010–09/07/2015

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### **Master of Science in Pharmaceutical Sciences**

EQF level

8 University of Medicine - Pharmacy Department, Tirana (Albania)

- **Diploma Thesis " A study on preparation, formulation, stability of certain preparations with salicylic acid.**
- **Grade 10/10.**

09/07/2016–09/07/2016

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### **Certificate of Excellence**

University of Medicine, Tirana (Albania)

- Certificate of Excellence for achieving great results during 5 years of studies.
- Awarded as one of the TOP 3 students of the year.

11/2023–02/2024

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Course in Nanotechnology and Nanomedicine.

**National and Kapodistrian University of Athens**

01/04/2019–07/04/2019

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**A- Z of sterile products manufacture.**

**NSF International, Health Sciences, Manchester (United Kingdom)**

- All information from A-Z, necessary for a sterile product manufacture
- All stages of terminal sterilization and aseptic processes, steam quality and water.
- Quality control, quality management, quality assurance etc.
- The design, validation, operation and maintenance of: Cleanrooms, Isolators, RABS
- Environmental Monitoring
- Routine Disinfection, Gowning and good aseptic practices
- **Certificate from a Well-known National Health Organization. Regulatory Standards for Sterile Products**

11/2019–01/2020

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**Introduction to Marketing- University of Pennsylvania.**

**Coursera, Online**

- Marketing Strategy and Brand Positioning
- The opportunities and Challenges of Customer Centricity.
- Applied Marketing.
- Certificate from University of Pennsylvania.

03/2020- 05/2020

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**Brand and Product Management- IE Business School**

**Coursera, Online**

- Launching new products and the challenge of managing their life-cycle.
- Understand products and products strategy.
- Developing and launching your product and your brand
- Defining your brand and its key

element.

05/2020

**GMP Training 01****PHARMOUT, Online**

- All the requirements by the FDA, EMEA etc regarding GMP and cGMP
- Introducing of Good Manufacturing Practice (GMP)
- Understanding the major aspects of GMP
- Importance of GMP compliance for patient safety

05/2020

**GMP Training 02****PHARMOUT, Online**

Ingredients (APIs)

- GMP regulations relating to the manufacture of Active Pharmaceutical
- The role of the Quality Unit and Pharmaceutical Quality Systems (PQS)
- Essentials of Quality Management
- GMP Audits by Regulatory Authorities
- The importance of documentation
- The importance of validation

06/2020

**Manufacture of Sterile Medicinal Products -Annex 1 Updates****PHARMOUT, Online**

- All the requirements by the FDA, EMEA
- GMP and cGMP for sterile medicinal products
- Cleaning and disinfection.

01/2021

**Annex 15 – Qualification and Validation****PHARMOUT, Online**

- This Annex covers the requirements for the validation of GMP facilities.
- Organization and planning of validation activities.
- Validation Master Plan
- Definitions of terminology commonly used in validation.

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10/2021

**Certificate Course in Drug Regulatory Affairs (DRA) ,  
UPPSALA**

- Basic Understanding and Terminologies related to DRA,
- Need and essential qualities of Regulatory Affairs Professional,
- DRA objectives,
- Investigational New Drug Application (INDA),
- New Drug Application (NDA),
- Abbreviated New Drug Application (ANDA),
- Drug Master File (DMF),
- Common Technical Document (CTD),
- Electronic Common Technical Document (eCTD),

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01/2023

**Pharma Drug Regulatory Affairs course  
UDEMY**

- DMF preparation and submission
- CTD & eCTD
- Module 1
- Module 2
- Module 3
- Module 4
- Module 5
- Overview of Registration Process

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04/2023

**Drug commercialization – University of San Diego.**

**Coursera Online**

- Marketing Strategy
- Sales strategy
- Business development

## CONFERENCE/PROJECTS/PARTICIPATIONS

01/2023–06/2023

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### **GMP - Pharma congress 2024 . Wiesbaden Germany**

**drug delivery.**

**SPEAKER, oral presentation : “Challenge in the use of nanoformulation for**

14/03/2023-15/03/2023

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### **Conference, World Pharma 2024**

**SPEAKER, oral presentation “A practical approach towards disinfection challenges in sterile manufacturing area.”**

11/2023-11/2026

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### **COST action CA21147**

European Network on Optimising Treatment with Therapeutic Antibodies in chronic inflammatory diseases (ENOTTA)

**Management Committee from Albania**

01/2023–06/2023

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### **RESEARCH Project , University of Medicine Tirana**

**Co-author on the Study :**

**“The pharmacist’s role in raising public awareness on cause of dry eye. “**



01/2023–06/2023

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**RESEARCH Project , University of Medicine Tirana**

**Co-author on the Study :**

**“ The Grey area of Cosmetology and the pharmaceutical practice”**

01/2023–06/2023

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**RESEARCH Project , University of Medicine Tirana**

**Co-author on the Study :**

**“Enhancing therapeutic efficacy through optimizing drug delivery from nanoparticles”**

01/2023–06/2023

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**RESEARCH Project , University of Medicine Tirana**

**Co-author on the Study:**

**The safety of Using Nanotechnology in cosmeceuticals and their availability in the Albanian market**

06/2022–05/2023

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**RESEARCH Project , University of Medicine Tirana**

**Co-author on the Study:**

**A review of antioxidant effects and anti-tumoral effects of polyphenols founded in Vacinium Myrtillius, Hypericum Perforatum, Sideritis Scardica species in Albania territories**

04/11//2022–06/11//2022

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**A Pathway into the Pharmaceutical Industry  
Academy of Pharmacy “EUREKA” & UFSH.**

## **Certificate of appreciation**

### **Trainer of the following topics:**

- EU GMP, FDA requirements for sterile production
- Manufacture of sterile medicinal products
- Methods of sterilization etc.

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01/2020-03/2020 **International Conference on Pharmaceutical Manufacturing and Industry**

Main author of the study:

**Article:** “A Practical Approach Towards Disinfection Challenges in Sterile Manufacturing Area”.

## Antibiotic Resistance-National Campaign

Active contribution on the survey and the study: “Awareness on the use of antibiotics during COVID19”

CA author of the Study:

Article : Analysis of the level of knowledge, attitude and public awareness towards the use of antibiotics and antimicrobial resistance during COVID 19

### PERSONAL SKILLS

#### DIPLOMA in Foreign Languages

- 1- CELI 3 – Italian Language
- 2- DELF B2 – French Language
- 3- TOEFL IBT – English Language
- 4- APTIS – English Language

| Foreign language(s)                                                                   | UNDERSTANDING |         | SPEAKING           |                   | WRITING |
|---------------------------------------------------------------------------------------|---------------|---------|--------------------|-------------------|---------|
|                                                                                       | Listening     | Reading | Spoken interaction | Spoken production |         |
| English                                                                               | C1            | C1      | C1                 | C1                | C1      |
| Diploma from Faculty of Foreign Languages, University of Tirana                       |               |         |                    |                   |         |
| French                                                                                | B2            | B2      | B2                 | B2                | B2      |
| Diplôme d'études en langue française , DELF B2                                        |               |         |                    |                   |         |
| Italian                                                                               | C1            | C1      | C1                 | C1                | B2      |
| Certificate of the Italian Language CELI 3 B2. ( Università per Stranieri di Perugia) |               |         |                    |                   |         |

Levels: A1 and A2: Basic user - B1 and B2: Independent user - C1 and C2: Proficient user  
 Common European Framework of Reference for Languages

## Communication skills

-Good communication skills gained through my experience as pharmacist of an well-known pharmacy in town Elda Farmakrem and through my experience and collaboration with different departments of a big company like Profarma Sh.a

- **Excellent multi linguistics skills**, different projects in French, Italian and English through my jobs. I am the responsible person for foreign affairs in my company.

- **Excellent communication skills** in different languages gained through my work as business development for an international company.

## Organizational / managerial skills

-leadership (currently responsible and leader for a team of 30 people)

-good organizational skills gained as head and supervisor of specific productions department

-good team-leading skills gained as the manager of Italian Pharmacy Derma Center and Head of a Production unit.

## Job-related skills

-Excellent pharmaceutical knowledge in all the fields

-Business skills gained through my experience as business development

-Hardworking & determined.-Problem solving gained through my experiences as head of an important and delicate production department like Sterile Unit.

-Ability to grow with the job, handle responsibility and build positive relationships with work colleagues at all levels

-I am someone who knows how to set goals and achieve them and have a proven track record of being able to conceive, develop & execute strategies.

-Capable and professional individual who can perform **to the highest standards.**

## Digital skills

### SELF-ASSESSMENT

| Information processing | Communication   | Content creation | Safety          | Problem solving |
|------------------------|-----------------|------------------|-----------------|-----------------|
| Proficient user        | Proficient user | Independent user | Proficient user | Proficient user |

- Master Microsoft Excel from Beginner to Advanced
- Learn the most common Excel functions used in the Office.
- Harness the full power of Microsoft Excel by automating your day-to-day tasks through Macros and VBA
- Maintain large sets of Excel data in a list or table.

## **Driving licence, B**