

Andrea Mantovani

*Via Pietro Paleocapa, 7/7th floor,
20121 Milano MI, Italy*

T +39 02 3031 5700

andrea.mantovani@axess4you.com
www.linkedin.com/andreamantovani
www.axess4you.com



SUMMARY

Passionate, driven and determined to make a positive impact on patients, healthcare professionals, payers, employees, I am always looking at solutions that can be sustainable for the Health Care Systems.

Founder of Axess4you, an AI based Start-Up that is transforming the approach to Market Access of pharmaceuticals, biotech and medical devices products, by leveraging the potential of Machine & Deep Learning.

I previously led the Value, Access & Policy functions in Italy for Sanofi, Amgen & Abbott and in the European Headquarters for Novartis Oncology. Previously a Project Manager in Citigroup and a Senior Project Lead in Andersen Consulting/ Accenture.

I teach Negotiation and Communication skills as well as Public Affairs & Market Access at multiple Universities and Communities and I am also a professional Mentor and Verona Chapter Founder of SingularityU in Italy.

I started and manage the “Life Sciences Exponential Innovation Group” on LI with 29,000+ active members and hold a BA in Economics with focus on Internet Marketing from the Verona University and a MBA with focus on Healthcare/ Finance from SDA Bocconi.

EDUCATION

- SDA Bocconi, Master of Business Administration, Milan, 2003 - 2004
- UniVerona, BA in Marketing/ Economics, Verona, 1990/1997
- Multiple Leadership & Commercial Trainings (Market Access & Pricing, Marketing, Sales Effectiveness)
- Multiple Artificial Intelligence and Machine Learning Trainings
- Personal Branding with Cynthia Johnson (Author of Platform)

EXPERIENCE

Ambassador, SingularityU Verona Chapter

Verona, Italy — 2020 – now

SU is a global community of innovation and culture that uses exponential technologies to address humanity's great challenges and build a future of abundance for all.

Founder, Axess4you

Milan, Italy — 2019 - now

Working on building Supervised & Unsupervised Reinforcement Learning Platform to support Market Access processes for Pharma and Med. Tech. Companies.

Domain problems include:

- (Artificially) Intelligent Negotiation Support
- Value based contracting arrangements
- much more

Market Access Director (a.i.), Abbott Diabetes Care

Rome, Italy — 2018 - 2019

Value, Access & Policy Director, Amgen

Milan, Italy — 2017 – 2018

Head of Value & Patient Access, Sanofi

Milan, Italy — 2014 – 2017

Various Leadership Roles, Novartis Oncology

- Market Access Franchise Lead (EU HQ, Milan) – 2011 - 2014
- Brand Leader (Spain) – 2010 - 2011
- Field Sales Specialist (United Kingdom) 2009 - 2010
- Chief of Staff (EU HQ, Milan) – 2006 - 2009

Business Project Manager, Citigroup

Milan, Italy - 2005 – 2006

Financial Analyst, DHL

Brussels, Belgium – 2004 (MBA Intern)

Senior Project Lead, Accenture

Milan, Italy - 1998 – 2003

Associate, Verona83

Verona, Italy - 1990 – 1998

SELECTED PUBLICATIONS

1. Corporate Culture Matters, a lot! And now you can measure it.
2. What is Market Access?
3. Leadership vs. Management: why we need both
4. The Value of Integrated Care
5. Value Based Pricing - The way forward after recession times?

LINKS

1. <https://www.linkedin.com/in/andreamantovani/detail/recent-activity/posts/>
2. <https://www.linkedin.com/company/singularityu-verona-chapter/about/?viewAsMember=true>
3. <https://www.linkedin.com/groups/48265/>