



**Emmanuel SENSEALE**

Orléans area

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Fluent



Fluent



Fluent verbal

**International Supply Chain Director**

- Passionate Operational Leader
- Customer focused & Result oriented
- 25 years' experience in Pharma Industry

**Educational Background**

- CPIM Certification (APICS)
- Expert's Degree in Supply Chain & Production
- Master's Degree in IT & Maintenance

**Professional Background**

**Curium Pharma**

Radiopharmaceutical

**11/2024 to 03/2025**

Paris (75)

**Chief Operating Officer France** (170 People / 8 Managers)

Operational Management of 12 Radiopharmaceutical sites – Supply Chain – Compliance (Radioprotection / GMP) – Methods – Maintenance – Strategic Industrial Projects – Budget management - Leadership Team member

**Recordati Rare Diseases**

Rare Diseases

**06/2019 to 11/2024**

Nanterre (92)

**Head of Manufacturing & Supply Chain** (25 People / 4 Managers)

Distribution facility Management – Ordering management - Compliance management (GDP / GMP) - Global Logistics management (*Cold chain*) – Production Planning - Distribution operations management – Warehousing - CMO & Vendor management – Packaging Operations – Budget Management - Leadership Team member

**Gensight Biologics**

Gene Therapy & Medical device

**11/2018 to 04/2019**

Paris (75)

**Head of Purchasing & Supply Chain / Clinical Studies**

Global Supply Chain Clinical Studies - Vendors Management – CMO management – Packaging - Strategic stocks management  
Supply Chain model design for commercial phase

**HRA Pharma**

Emergency contraception,

Rare Disease & Medical Device

**12/2014 to 05/2018**

Paris (75)

**Supply Chain Director** (8 people)

Planning – Customer Service – Logistics – Packaging – CMO performance management – ERP – Budget Management - Leadership Team member

**IBA Molecular**

Radiopharmaceuticals &

Nuclear Medicine

**02/2007 to 12/2014**

Saclay (91)

**Supply Chain, Purchasing & Logistics Director** (40 people)

Planning – Purchasing – Customer Service – Logistics (*Class 7 / Radioactive products*) – Customer Ordering – Warehousing – Items Reception

**Industrial Operations Director Europe** (15 sites / 80 people)

Operational management of European Network of Radiopharmaceutical production centers (FRA, UK, BE, IT, SP)

**Managing Director** of Betaplus Pharma (Joint-Venture)

Shareholders agreement management & Operational management of Brussel & Gent production sites

## **Pfizer**

Pharma Mass Market  
(OTC / RX)

**02/1995 to 02/2007**

**Orléans (45)**

### **Site coordinator of products transfers In & Out** (5 project Leaders)

Management of Pharmaceutical products industrial tech. transfers &  
Member of Pfizer European Project Team (PNO)

### **Short Term Supply Chain Manager** (20 people)

Planning / Internal Logistics / Warehousing / WMS –  
MES – ERP / Production Data Base BOM & Routings

### **Industrial Methods & Production Studies Manager**

Production standards (manufacturing, packaging) - COG management –  
Lean projects (TPM / 5S / SMED / VSM / AMDEC / 5M / SIPOC)

## Main Achievements and Results

### Head of Manuf. & Supply Chain at Recordati Rare Diseases

0 Customers Shortages during COVID period (2 years)  
OTIF Customer: 99%(EU) / 95% (LATAM) / 85 % (MENA)  
OTIF CMO: 90% (14 CMO: 12 in Europe & 2 in US)  
Stock FG coverage: 3 months (vs 7 months in 2019)  
Stock Value optimization: 6 M€ (vs 10 M€ in 2019)  
CMO Contracts renegotiated: 15 (in 2 years)

- S&OP process implementation in LATAM & MENA region
- CMO Organization implementation (Organization, Contract review, performance monitoring, Audits)
- KPI : OTIF for internal production and CMO, Stocks Coverage, Forecast Accuracy, Production Plan Adherence
- Material Requirement Planning implementation (SAP)
- Stock Optimization Program (Stock Policy implementation, EOQ revision of Vendors, Safety Stock Revision)
- Qualification & Validation of new version of SAP (SAP4 Hanna)
- Management of COVID period (2 Shifts, Safety measures ... )

### Head of Purchasing & Supply Chain at Gensight Biologics

Respect of Centers Supply Plan: **100%** (90 patients)  
Nb of Site Initiation Visit: **3** (Paris / Madrid / Boston)  
Nb CRO Training: **2**

- Patients' treatment planning process implementation (CMO's / Clinical Team / CRO / Clinical Centers)
- Global Logistics Management of clinical site IMP supply (Asia, Europe, USA)
- Clinical Supply Chain training of CRO and new Clinical site (Site Initiation Visit)
- MRP process implementation for strategical raw materials (Plasmid, Fetal Bovin Serum)
- Master procedure revision of IMP Supply Chain management

### Supply Chain Director at HRA Pharma

OTIF Customer : **96%** (<85% in 2014)  
OTIF CMO : **95%** (<90% in 2014)  
Stocks Coverage FG : **4 Months** (10 Months in 2014)  
Stock Value Reduction Plan: **-28%** (7M€ to 5M€ )  
Forecast Accuracy : **91%** (<80% in 2014)

- Supply Chain Organization re design and Key tactical processes implementation (S&OP, Forecasting & MPS)
- CMO relationships management revision: contracts, processes, performance management
- Measurement of global Supply Chain performance: Set up of site DashBoard and processes KPI
- JDEdwards ERP roll out : Specifications writing, provider choice, testing and GMP validation, training
- M&A project: Supply chain integration of « Compeed » Medical Device (250 SKU and 4 CMO integrated)

### Supply Chain, Purchasing & Logistics Director at IBA Molecular

OTIF Customer 2014: **94%** (<90% in 2011)  
Savings Plan adherence: **98%** (2,5M€ savings)  
Stock Value Reduction Plan : **-20%** (7.8M€ to 6M€)  
Forecast Accuracy: **89 %** (<70% in 2011)

- Definition and execution of global purchasing savings plan (Sourcing of new suppliers, Recycling, Rationalization)
- Implementation of key Supply Chain processes (S&OP, Forecasting & Scheduling)
- Stocks optimization plan deployment (stock policy implementation, EOQ revision, Slow Moving management,...)
- Development of a Web plateforme for customer orders management (orders filling and tracking)
- Flight transportation contingency plan (Brussels/Franckfurt) to face and mitigate french airports strikes situation

### Industrial Operations Director Europe at IBA Molecular

OTIF Customer 2011 : **97 %** (<80% in 2007)  
MTBF Europe : **16,6 h** (6 breakdowns / 100h)  
Savings Plan adherence: **97 %** (500K€)  
Tech Transfer Plan Adherence: **100%** (10 sites )

- European reliability improvement program (KPI, Monitoring Tools, problem solving and maintenance program)
- Creation of European expert Team "SWAT Team" dedicated to technical support, Maintenance and Training
- Key organizational structures (Business Review, European Workshop Europe, Projects Review ...)
- Technical upgrading of all European sites from mono-molecule production (FDG) to multi-molecules production
- Industrial Tech Transfer of new PET tracer for d'Alzeihmer diagnostic (Floretabten) in Europea

### BetaPlus Pharma Managing Director at IBA Molecular

Turnover 2012 : **12 M€** / EBITDA : **4M€** (33%)  
CACGR : **10 %** (2010 à 2012)  
OTIF Customer : **98,5 %**  
MTBF : **90 h** (Less 1 breakdown/month)