



SILVIA BALDINA

Sales Manager

📍 Milano, Italy | 🌐 Fluent in English & Spanish | [REDACTED] 📞 +3 [REDACTED]

*"With over 20 years of experience in sales, I've cultivated a strong professional network and a proven ability to create valuable connections.
I have a proven track record of selling high value **services, excipients and resins products for peptides and oligonucleotides**, utilizing my strategic approach and network to achieve exceptional results and build lasting partnerships.*

BUSINESS DEVELOPMENT & SALES MANAGER – PHARMA & LIFE SCIENCES

Expert in sales with **20 years of experience** in the **Pharma, Nutra & Cosmetics** sectors. Specialized in managing strategic clients, developing new opportunities and increasing revenue in Europe. Strong negotiation, leadership and relationship management skills with high-level decision-makers.

KEY COMPETENCIES

Sales & Business Development – Identifying new opportunities, managing sales pipelines, and driving growth in global markets. **Strategic Planning & Forecasting** – Budgeting, market analysis and aligning business goals with sales strategies. **Key Account Management** – Managing strategic customer relationships and negotiating complex deals with C-level executives.

KEY ACHIEVEMENTS

20+ years of experience in sales and business development in **Pharma, Nutra & Cosmetics**.
Acquired and managed **300+ global clients** with a structured sales pipeline.
Increased company revenue by **20% annually** through targeted business development strategies.
Established a strong network in **leading industry events**.

EVENTS & NETWORKING

Conferences attended:

DCAT Week | DCAT Summit | JP Morgan

Trade shows attended:

CPhI Global & USA | Bio International Convention | BioEurope | BOS Basel | Peptalk | Swiss Biotech | Chemspec Europe | Chemoutsourcing | Vitafoods | Supply Side West | Achema | Food Ingredients

PROFESSIONAL EXPERIENCE

📍 24/7 Biopharma | Life Sciences |

2025 – Present - **Digital content strategist**

- Collaborating with the editorial team to curate and produce high-quality printed and digital content focused on Life Sciences.
- Researching industry trends, best practices and innovations to ensure content relevance and insight for the audience.

📍 Sunresin (China) | Life Sciences | Resins for peptides and oligonucleotides synthesis and purification

2023 – Present - **Business Development Professional**

- Acquired **42 new clients** in Pharma & Chemicals and identified **120+ global prospects**.
- Developed strategic partnerships to expand market share.
- In charge of several marketing activities with a focus on **the Peptides and Oligonucleotides market**.

📍 JRS (Germany) | Life Sciences | Excipients

2022 – 2023 - **Sales Manager – Pharma**

- Managed sales for the **Pharma Business Unit in Europe**, with budget responsibility for Italy.
- Acquired **65 clients** and developed **100+ prospects** in the Italian market.
- Marketing activities including **lead generation** and conferences organization.

📍 Tekno Scienze (Italy) | Publishing

2005 – 2022 - **Business Development Manager of high quality services- focus on conference on peptides and oligonucleotides innovations.**

- Increased **company revenue by 20% annually** through client management and acquisition.
- Contributed to **40% of company sales** through new business development.
- Managed **180+ clients** and identified **400+ prospects** globally.
- High value services sold for the technical journals like **Chemistry Today** and project leader of **IOPC** International oligonucleotides and peptides conference.

◆ Available for senior-level roles in Sales Management in the Pharma, Nutra, Cosmetics & Life Sciences