

Unni Hjelmaas

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Work Experience

04.2016 – 04.2017 Bionor Pharma acting CEO
04.2016 - Hjelmaas AS Management Consultant
04.2012 – 03.2016 Lyix Biopharma CEO
11.2003 – 03.2012 Roche Norge General Manager
04.1997 – 11.2003 Roche Norge Business Unit Manager
03.1996 – 04.1997 Roche Basel Global Business Leader
04.1994 – 03.1996 Roche Basel International Product Manager
07.1990 – 04.1994 Roche Norge Biotech Product Manager
06.1987 – 07.1990 Giftinformasjonen Consultant

Education

1987 Nowegian School of Management Management and Organisation
1982 - 1987 UiO, Institute of Pharmacy MPharm/Cand.Pharm

Leadership experience

- 20 years senior management experience from international corporation:
- Member of Roche European Executive Management Team for nine years
- General Manager for Roche Norge for nine years
- Chairman of the Board of Pharma Industry Association for 4 years
- CEO for Lyix Biopharma for 4years
- Headed up several European and International projects in Roche
- Board member of Oslo Cancer Cluster, Norwegian Drug Liability Association and Norwegian Pharma Industry Association

International experience

- International Product Manager in Roche for oncology product Neupogen in a co-marketing agreement with Amgen
- Global Business Leader, Alliance Manager for co-Marketing agreement with Amgen. Member of International Oncology Pipeline Development Team
- International Business Development experience form period as CEO of Lyix and Bionor Pharma
- Extensive experience in managing international vendors and service providers

20+ years of senior management and commercial experience

4+ years of drug development experience

- Strategic marketing, launch sales and market access experience from a range of therapeutic GP and Specialty Care indications, most importantly in oncology
- Biotech development experience in cancer and HIV immunotherapy

Personal characteristics

- Customer- and business-focused approach
- Holistic, analytical view. Able to set strategic direction and prioritise
- Ambitious and target-focused, driving continuous improvements
- Innovative, curious and change-oriented
- Energetic, high work capacity, coping well under pressure
- Open door leadership approach, strong team management
- Very good communication skills, assertive and strong in creating alignment

Selected results

- Delivered on/above sales and profit targets for Roche Norway as General Manager 2003 to 2012 through implementation of cross functional teamwork and customer focus
- Successfully launched a number of oncology products in Roche Norway 2003 to 2012. Roche was market leader in oncology throughout this period.
- Changed the Pharma Industry Association from a position of very bad reputation with no influence to to an influential industry with better "rammebeingelser" as chairman of the board 2009 to 2013
- Coached and assisted 3 young pharmacists to find a job that fitted their abilities and ambitions as mentor in a program organised by Norsk – farmasøytisk -forening
- Lyix Biopharma advanced its clinical development project for the oncolytic peptide immunotherapy LTX-315 from Phase I monotherapy to initiation of Phase IIa combination therapy and successfully raised 300 MNOK equity under my leadership as CEO
- Headed up a European project to ensure retention and recruitment to prepare Roche for increased competition in oncology. This also involved training and competency building. The project was successful as Roche managed to keep and build talents and maintain market leadership in a period when many new competitors entered the market

References

- Provided on request

