

ISABEL VELDKAMP, PHD



INFO

Date of birth: September 7th, 1972
Place of birth: Wolfsburg, Germany
Nationality: German
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Germany
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PERSONALITY

- Responsible and accountable
- Organization skills
- Networker
- Excellent communication

SKILLS

- Highly experienced in product launches
- High expertise in rare and ultra rare diseases
- Strategy and Launch Planning and Execution
- Budget Planning and tracking
- People Management and Development
- KOL Management
- Support of clinical trial site initiations and enrolment
- Creating Patient finding initiatives in rare diseases
- Developing and improving medical documentation

COMPUTER SKILLS

MS-Office 
CRM Systems 

LANGUAGE SKILLS

German 
English 
Spanish 

INTERESTS



Travel



Family



Read



Dog

ABOUT ME

Having worked as an interdisciplinary **Team Lead, MSL, CTL and Medical Affairs Manager**, I've gained extensive experience and expertise in **national and international** Medical Affairs. This includes strategic medical plans (product launches, account plans, country plans, budgets), management of KOLs and creation and review of medical documentation. **Rare diseases** are a particular challenge. Finding the patients is the clue. As I worked on different approaches for patient identification, I can bring in my experience in **patient identification**. I am a valued contributor and thinker thanks to my analytical approach to medical affairs processes and related areas such as marketing & sales, research & development and market access. Challenging tasks are a source of motivation for me and an incentive for excellence. My curiosity and ability to quickly comprehend medical issues enable me to quickly grasp a new topic and develop appropriate strategies. A healthy pragmatism keeps me focused on goals.

EXPERIENCE IN MEDICAL AFFAIRS

TEAM LEAD

EVERSANA Germany GmbH | 01/2025 – now

- Successfully building and leading an interdisciplinary MSL/KAM team in Germany and Europe for Springworks Therapeutics
- Supporting the launch of a product in the rare oncology field

Alnylam Germany GmbH | 03/2021 – 04/2023

- Successfully building a new MSL team
- Developing launch strategy for Vutrisiran

INDEPENDENT CONSULTANT AND FOUNDER

Mandado GmbH | 05/2023 – today

- Supporting biotech and pharmaceutical companies as MSL or medical Manager in different projects
- Helping to build up networks and raising disease awareness

Neuraxpharm GmbH | 01/2024 – 12/2024 ad interim

- Working as ad-interim MSL in the field of MS
- Setting up launch strategies, engagement plans and launch events for Ublituximab

Zenas Biopharma | 06/2023 – 11/2023 ad interim

- Supporting the clinical trial for IgG4-RD with site initiation and enrolment in Northern and Eastern Europe
- Raising disease awareness
- Setting up account and country specific plans

MEDICAL SCIENCE LIAISON

Alnylam Germany GmbH | 04/2019 – 02/2021

- Supporting in different national and international working streams
- Successfully organizing and conducting different ad boards and symposia

MEDICAL SCIENCE LIAISON

Biogen GmbH | 2011 – 2019

- Supporting different successful launches (Tecfidera®, Fampyra®, Plegridy®)
- Leading different project streams (e.g., engaging with HCPs at the AAN).

EXPERIENCE IN COMMERCIAL

KEY ACCOUNT MANAGER (HYPERTENSION & CLOTTING)

Daiichi Sankyo GmbH | 2009 – 2010

AREA SALES MANAGER (CARDIOVASCULAR DISEASES)

Daiichi Sankyo GmbH | 2007 – 2009

AREA SALES MANAGER (RESPIRATORY & CARDIOVASCULAR DISEASES)

Boehringer Ingelheim | 2004 – 2007 engaged by Innovex (now IQVIA)

RESEARCH ASSOCIATE

IBL Hamburg GmbH | 2002 – 2004

- Development and implementation of immunobiological tests
- Application of HPLC to purify radioactive biological material.
- Synthesis of boronate gel for immobilizing antigens

EDUCATION

PHD STUDENT IN ANALYTICAL CHEMISTRY

University of Marburg, Analytical chemistry | 1998 – 2001

Title of the thesis: „Sorptions- und Transportverhalten aromatischer Amine im Boden-Wasser System einer Gaswerksaltlast: Batch- und Säulenversuche“

CHEMISTRY STUDENT

University of Marburg | 1991 – 1997

Diploma in Analytical chemistry

ERASMUS STUDENT

Universidad de Valencia/Spain | 1994/1995

HPLC studies in analytical chemistry