Jørgen Folkersen , Gustav Webersvej 37 , DK 3520 Farum, Denmark

Curriculum vitae

Jorgen Folkersen

MD, Dr. Sc (læge, Dr. Med)

2011-2015 **Independent consultant,** in Medbusiness**.** Medical business development in the Nordic countries. Main services: Scientific product value support, KOL-cooperation's and relations, High level medical decision support, Evidence based medicine, Global value dossiers, Medical reimbursement dossiers and clinical trial strategy support. **Drugs**: TNF-alfa-inhibitors, cancer chemotherapeutics, anti-epileptic drugs, allergy vaccines, orphan drugs and others.

2011-2014 **International medical manager** in Pharmacosmos global head office. Business development, scientific relations- and market development. Input to clinical trial strategies and development of international cooperation's supporting the business. Identification and cooperation with international Key Opinion Leaders. **Drugs**: Intravenous iron.

2007-2011 **Clinical research physician** (endocrinology and metabolism) in Eli-lilly Scandinavia. Responsible for all medical expert functions within endocrinology. Clinical science, PRA, business development. Regional and global research projects. Leader for Scandinavian medical liaisons. Input to regional Brand Plans. **Drugs:** Insulin-analoques, GLP-1 analoques and parathyroid hormone.

2005-2007 **Senior Health Care Manager** (equivalent to Senior Scientific Officer) in Sanofi-Aventis Danmark. Responsible for the scientific and PRA-documentation and contact to public authorities and key experts within endocrinology and metabolism. Meta analysis of clinical literature and strategic positioning of new drugs. **Drugs**: Insulin analoques and anti-obesity drug (Acomplia)

2000-2005 **Managing HTA-consultant** at the HTA-unit of Hvidovre Hospital, Denmark. (HTA= Health Technology Assessment) This unit was established by the National Board of Health and the Copenhagen Hospital Corporation and covered east Denmark as service area. Author to a range of HTA-reports.

1996-2000 **Head of Department of Vaccine development**, Statens Serum Institute, Copenhagen. Responsible for the development and testing of new vaccines and skintest diagnostics. Performed phase 3 vaccine study and preclinical studies on new vaccine candidates. Responsible for GLP-protocols for preclinical trials. Preparation of regulatory strategies in connection with the development and

production of recombinant vaccines. Preparation of patents and surveillance of third party patents.

1996 **Senior Registration officer** at Nycomed, Denmark Responsible for regulatory tasks within development of new biotechnology drugs (international development projects). Preparation of regulatory documents required for product registration of existing biotech drugs. In april '96 the company stopped all new biotechnolgy projects as part of a major change in company focus. I therefore decided to leave the company.

1991-1995 **Technology- and R+D manager**. Foss Electric, Denmark. Responsibility for research and development, licensing of new technologies with advanced diagnostic methods for detection of food pathogens. Ledership education. Quality assurance.

1986-1990 **Project manager**. Immuntech, Denmark.(Venture capital project). Development and production of medical diagnostics. Establisment of GMP-approved production. (Class 2 Medical devices, FDA, USA). Preparation of documents necessary for product approval and registration in USA and Japan.

1981-86 **Senior Research fellow**. Institute of Medical Microbiology, Odense University, Denmark. Approval of Doctoral Thesis (D.Sc) concerning immunochemistry and pregnancy immunology in 1982 based on research done in pregraduate period.

1979-80 **Graduate in medicine**. Finalised part 2 of the medical examinations.

1976-79 **Pregraduate research**, Institute of Medical Microbiology, Odense University, Denmark. Received scholarship and external funding. Dedicated research in 3 year on immunochemistry and pregnancy immunology

1971-76 **Medical examinations part 1.** Finalised all examinations on scheduled time at University of Copenhagen and University of Odense, Denmark.

1971 **High school**, Næstved Gymnasium, Denmark (math-physics line)

Publications
48 articles were published in international peer review journals (14 as first author). Doctor of science degree in Medical Biochemistry. 11 HTA-publications

Full list of publications – please inquire

Information on background experience

Experimental trials

Clinical trials

HTA trials (HTA=Health Technology assessment)
Testing of vaccines
Cohort studies with and without controls
Randomised studies
Preclinical drug testing (toxicology, purity, etc.)
Phase III drug testing
Patient satisfaction questionaires
Quality of life measurement (EQ5D, 15D, SF36)
Testing of diagnostic analytical methods

Qualifications within basic science

Medical doctor of science degree (Dr. med)
48 publications in international scientific journals (1986-96)
Official opponent at Swedish dissertation (Immunology)
8 years experience with basic medical science

Commercial product development

Development of ”medical devices”
Vaccine development
Insourcing with R+D contracts and licensing

Leadership experience

Graduated international CTI-leadership training program 2012
5 years’ experience as group leader in basic research
12 years experience as R+D manager
4 years experience as managing HTA consultant
Experience with teambuilding, coaching and leadership

International experience

Chair international advisory and expert boards
Lectures at international conferences
Guest scientist at 3 universities in Europe
International negotiation skills

Cooperation with clinicians at hospitals

Responsibility for a range of KOL-projects (Scandinavia and Europe)
Advisor for clinical decision makers doing HTA-projects (public sector)
Have performed basic research with clinical partners
Protocol development (HTA- and formal GCP-protocols)
Coaching of clinicians in research design and evidence based medicine

Cooperation contracts

Negotiated and/or participated in the preparation of approx 30-40 research- and development contracts within the following categories:

Option agreements
License agreements
Research agreements
Development agreements

Teaching

Global medical decision making and evidence based medicine
Value assessment of drugs
Medical immunology
Basic science topics (immunochemistry, HTA, health economy)
Market access in Denmark and Scandinavian pharmaceutical markets