

**Dr. Emmanuel Alexandrakis**  
emmanuelalexandrakis@yahoo.com

### Profile

With over 28 years of professional experience as an economist, Dr. Alexandrakis has acquired a combined managerial, research, public policy and strategy analysis background, with an extensive applied business experience in the public and private sectors.

With a career that is marked by diversification and rapid escalation to positions of significant responsibility and authority, he has addressed various issues from both the perspective of the public and private sector.

The health sector though has captured an important part of his activity. Before joining the Pharmaceutical Company MSD in 2012 (known as Merck & Co., Inc. in the USA and Canada) in order to lead the Policy, Communications and Corporate Social Responsibility (CSR) activities in Greece and Cyprus, he had served as a Senior Advisor at the Hellenic Parliament, with a key responsibility on the Economic Adjustment Program of Greece and issues related to fiscal policies and legislation. Before that, for several years, he served at high-level government positions and Committees in Greece and the EU (Special State Secretary of the Greek Government, CEO of the healthcare organization of the State organization for seamen, co-ordination of PPP and Investment Committees, consultation with the Government on behalf of the Pharmacists' Association et.c.).

Also, Dr. Alexandrakis has an extensive University level teaching and research background and has extensively worked with the EU Institutions, the Pharma Industry Associations and many Government bodies (including Ministries of Health).

### Languages

Greek (mother tongue), English (excellent-native speaker), French (Good), Spanish (basic)

### Formal Education

<b>University of Texas at Dallas, U.S.A., Ph.D. in Political Economy</b>	<b>1990-1992</b>
<b>University of Texas at Dallas, U.S.A., Master (M.A.) in Political Economy</b>	<b>1988-1990</b>
<b>University of Maryland at College Park, U.S.A. Bachelor (B.A.) in Economics</b>	<b>1984-1987</b>

### Professional Experience

**MSD (known as Merck & Co., Inc. in the USA and Canada) – Greek Subsidiary**      **2012 – April 2017**  
**Associate Director – Policy and Communications**

Policy and Strategy, Communications and Corporate Social Responsibility activities

- Supported market access and marketing functions to promote the company's therapeutic portfolio (Oncology, Virology, Acute Care, Immunology and CVM). Shaped and implemented strategies and policy plans to provide patient access to the company's therapies.
- Contributed to the development and implementation of the company's Global and EUCAN immunoncology and companion diagnostics strategies.
- Stakeholder Management and Strategy Planning on Pricing, Reimbursement and Healthcare Policy Advocacy.
  - Design and implementation of CSR and Volunteerism activities.
- Company's internal and external Communications activity (media plan, events, press conferences, article writing in the press, lectures).

## Free Lance Consultant

1990 – 2012, April 2017 – Present

Has an extended consulting track record in shaping and implementing Public Policy work, Strategy, Intelligence Reports, and Investment Development planning. He has conducted specialized studies on **the pharmacy sector, the tourism sector, competition and pricing policy, innovation and entrepreneurship, Olympic Game security, health tourism, policy reforms** et.c. He also has a vast experience with EU-funded projects. Some indicative projects:

- Key Consultant to the Government of Kazakhstan for supporting a study on the operational costs that businesses incur while dealing with requirements of the governmental bodies (2010).
- Consulting work on Health Tourism public and private infrastructure (2008-2009).
- Participation as an Expert in a Study of the *National Statistics Service of Greece* on Macroeconomic Index Formulation and an analysis of Regional Typology in Greece (2007).
- Participation in consulting work that related to the Athens 2004 Olympic Games Security Project (C4-I). The work included the implementation of the Training Plan and other support studies, in association with SAIC and the Greek State (2003-2004).
- Advisor to the Hellenic Pharmaceutical Association on competition policy, pharmacy sector restructuring, EU subsidized programmes, pricing policy et.c. (1995-2004).
- Participation in the OECD study on Regulative Reforms in Greece and the basic guidelines for their effective production (2000).
- Participation in a study for the development of the Agricultural sector in the Prefecture of Epirus, Greece. The study was conducted in association with the Technological University of Epirus (2000).
- Project management and consulting work in the context of INTERREG III projects for the promotion of SMEs and Special types of Tourism (1998-2000).
- Deputy - Head, Evaluating team of the EU co-financed Regional Development Program for the Prefecture of the Ionian Islands, Greece. Major involvement in Tourism Infrastructure projects since the regional economy is predominantly tourism oriented (1997).
- Participation in the Research Program for Noise Abatement Actions in Tourist Areas, that was conducted in cooperation with the National Technical University of Athens, Greece (1997).
- Expert - Financing Innovative Technology, DG Enterprise, European Commission (1999).

A detailed list of consulting work can be provided upon request.

## HELLENIC PARLIAMENT *Senior Economist*

2010 – 2012

**Office of the Parliamentary Spokesperson** of the leading opposition party. His work involved preparing economic policy proposals, especially in relation to the austerity measures framework and the economic crisis in Greece. He also analysed and commented on Draft Laws within the framework of the parliamentary process, and supported the work of parliamentary procedures and Committees.

## HELLENIC MINISTRY OF TOURISM DEVELOPMENT *Special State Secretary*

2009 – 2010

Responsibilities:

- Investment development portfolio for the tourism sector.
- EU Support Framework for tourism (over €1 billion of private co-financing and public sector investments).
- Relations with the European Union and its Institutions (European Initiatives and other Affairs).
- Coordination of investment initiatives and programmes implemented by the organisations supervised by Ministry (Greek National Tourism Organization, Hellenic Tourist Properties SA, Organization of Tourism Education and Training, Hellenic Chamber of Hotels, Agrotourism SA).
- Monitoring the implementation of vocational training and continuous education programs for the Ministry's Staff, as well as for the related to the Ministry organizations.

During the 2009 election period, was assigned **full responsibility of the Ministry's operation**.

**NATIONAL THEATRE OF GREECE****2005 – 2007*****Chief Executive Officer for Administrative and Financial matters***

Responsibilities included the legal representation and administrative affairs, staff, budget, training, IT support, Investment Portfolio (real estate and other financial assets). Supervised two, EU funded milestone projects (Digitization of the National Theatre's Historic Archive, National Theatre Historic Building Restoration). Also, had the administrative responsibility of the National Theater's Drama School.

**OIKOS NAFTOU (Healthcare and Social Policy State Organization)****2004 – 2005*****CEO and Vice President of the Board of Directors***

Management of OIKOS NAFTOU, the Greek state-owned healthcare and social policy organization for seamen. He secured funding from EU financial sources and rolled out an elaborate MIS system, establishing and simplifying, in parallel, new and more efficient administrative processes. Implemented a reorganization of the contracted medical staff (over 3200 medical doctors across Greece) aiming at cost savings and optimizing the healthcare capacity of the Organization according to demographics. He also set up mechanisms for monitoring Diagnostic Center expenditures that resulted in better services for the patients, at a lower cost.

**HELLENIC MINISTRY OF MERCHANT MARINE****2004 – 2005*****Advisor to the Minister***

Responsibilities included advice on EU co-funded projects with regards to training (European Social Fund Programs for the Ministry's staff and the State Merchant Marine Schools), Telecommunications, Port Investments, Port Security, preparatory work for the Athens 2004 Olympic Games.

**MASTER HELLAS CONSULTING (MHC) S.A.****2000 – 2004*****Executive Vice President – Managing Director***

MHC was a 25-person **consulting company**, affiliated to the SPACE HELLAS Group of companies, focusing on managing the implementation of investments and a wide range of regional development projects that were co-financed by the EU, as well as projects and business development for firms in the Balkans and the Middle East. The Group had offices in Greece, Jordan and Romania. He established the company (set up the offices, recruited staff, and handled day-to-day operations). His responsibilities included business development, participation in the company's consulting work and project management.

**ECONOMIC AND SOCIAL COUNCIL OF GREECE****1996 – 2000*****Economic Advisor/Policy Analyst***

Responsibilities included:

- Scientific and operational coordination of the Work Groups that elaborate the Economic and Social Council's Opinions (Evaluation of draft laws on economic issues, taxation, investments, economic development matters et.c.).
- Liaison of the Hellenic Council with labour and employer representatives in the Southeastern European Region.
- Monitoring of the legislative activity of the Hellenic Ministries of Economy and Finance, Development, Transportation and Telecommunication, Merchant Marine.
- Monitoring and participation in the workings of the Social Dialogue Coordinating Secretariat in Greece, focusing on the area of "Development - Competitiveness - Employment".

**HELLENIC MINISTRY OF DEVELOPMENT****1995 – 1997*****Economic Advisor***

- EU Support Framework projects (Industry, Vocational Training Programmes for Businesses, SME support programmes)
- Industrial and Enterprise Zones
- Legal Frame for Financial Institutions (Leasing, Factoring, Credit Coops, Venture Capital)

Involved in EU funded Vocational Training programs for persons serving their military obligation.

### **Teaching – Research and Publications**

Since 1988 he has a continuous teaching record, having taught economic courses as a Visiting Professor in a number of Universities and Educational Institutions in Greece (**University of Sterea Ellada, University of Athens, University of Crete, Hellenic National Centre of Public Administration**), and in the U.S.A. (**University of Texas at Dallas, University of Kentucky**).

#### **Research**

An indicative list of research projects follows:

- As the key Strategy Advisor of the Liaison Office of the University of Athens, he contributed in exploiting university innovation and applied research, by connecting public sector scientific research with the private sector. Several spin-off companies and a portal with access to a research database were created, and several patents and business initiatives were established (2005 - 2007).
- As a Research Associate at the University of Crete (Interdepartmental Program on Entrepreneurial Development), conducted EU financed research in innovative entrepreneurship development (2003 - 2004, 2007).
- Participation in the Research Program for Noise Abatement Actions in Tourist Areas, that was conducted in cooperation with the National Technical University of Athens, Greece (1997).
- Served as an Editor of nine Opinions of the Economic and Social Committee of Greece on Draft Laws with a developmental and economic content. Also, drafted a series of expert reports and other specialized studies on Southeastern European cooperation, Euro-Mediterranean cooperation, Social Dialogue et.c. (1996 – 2000)
- Participated in the study entitled: “Development Prospects and Business Activity for the surrounding area of the new Athens airport at Spata (*Eleftherios Venizelos*). Physical Development program and alternative options plan for the period 1995 - 2020”. The study was conducted in cooperation with the Institute of Regional Development of Panteion University, Greece (1996 – 1997).
- Participated in a study for the development of reform strategies for educational systems of the Sahel region countries - countries south of the Sahara desert - The work included the evaluation of national educational systems, the economic impact of education, economic activity analysis et.c. and was conducted by the *United States Agency for International Development* (1990 -1991).
- Conducted research on GIS applications in social sciences at the Bruton Center for Development Studies - University of Texas at Dallas (1990- 1993).

#### **Publications – Media**

With a number of published articles in the press and various academic periodicals, as well as television and radio interviews, he has significant media exposure.

### **Boards - Committees and Other Key Qualifications**

Since 2012 he has been an active member of several Committees and work-groups of **SFEE (the Hellenic Pharmaceutical Industry Association)**, of the **Hellenic-American Chamber of Commerce and the Pharma Innovation Forum** and is therefore involved in many activities relating to the health sector. He is a member of the **Advisory Committee of the Greek Chapter of the European Innovative Partnership on Active and Healthy Ageing (EIP on AHA)**. Also, is politically active as a member of the Greek leading opposition party's **Committee on Research & Technology – Coordinator for Innovation and Entrepreneurship** and also participates in the **BoD of EEFAM (The Hellenic Society of Pharmaceutical Management)**. Recently, he was invited to join the **BoD of the Corporate Responsibility Institute in Greece (exclusively representing the “Business in the Community” Institute of the UK that runs the CR Index ranking internationally)**.

In the past he has coordinated a number of Committees (**Development of Specialized Tourism in Greece, Committee for Public Private Partnership** in the area of transportation and telecommunications, **Hellenic cross-ministerial committee for Trans-European Networks - Motorways of the Sea, Committee of European Regional Policy** of the Regional Scientists Association et.c.), and has also been an active member of various other Committees (**Investment Central Advisory Board** of Greece, **Central Steering Committee** of the Greek EU Operational Programme for Competitiveness and Entrepreneurship, **Committee of Experts** for the Euro-Mediterranean Cooperation, **KONVER Steering Committee** (EU Defense Industry Initiative), **Research Committee** of the University Of Texas at Dallas et.c.).

He also served as the **elected Vice President** of the **Hellenic Regional Scientists Association**, Member of the BoD of the **Hellenic Aluminum Industry S.A.**, and member of the Advisory Board of the **SMARTBUY GROUP** involved in RE Investments, among others. Within the framework of his duties related to his executive positions, he has participated in various Committees, Specialized Project Work Groups and Task Forces.

His affiliations with professional organizations in Greece include **EEFAM (Hellenic Society of Pharmaceutical Management)**, **the Management Chamber**, **the Economic Chamber**, **Regional Scientists Association**.

From the various posts he held he has an in depth knowledge of the workings of the **European Union and its Institutions**, as well as its financial support frameworks and has participated in the **Council of Ministers** meetings and various **European Commission Committees and workgroups**.

References, as well details for Boards, Committees, and publications are available upon request.

## **SOME HEALTH SECTOR RELATED ADDITIONAL POINTS**

### **Skills – Dexterities**

- Professional Economist with a solid theoretical research background and a deep understanding of the overall public sector finances and healthcare funding.
- Detailed understanding of the Pharma industry's structure, pipeline, marketing, and investment concerns, as well as pricing and reimbursement processes. Working experience with the Pharma Industry Association's approaches and positions.
- Long professional experience with public sector stakeholders and acquaintance with their approach and priorities. Knowledge of the health sector's Regulatory Authorities and International Organizations.
- Collaboration with the UK *All Party Parliamentary Group on Population, Development and Reproductive Health, House of the Lords* (APPG) and the *UNFPA* (2016-2017)
- Familiarity with the Government's, Parliamentary and EU Institutions' operations. Participation and involvement in high-level policy Councils, Committees and Fora.
- Founding member of the European Innovative Partnership on Active and Healthy Ageing – Greek Chapter [www.eiponaha.gr](http://www.eiponaha.gr). Collaborations within this framework include best practice exchange activities with European Network members (Affiliation with NHS 24, Scottish Centre for Telehealth & Telecare, The Region of Catalonia, et.c.).
- Knowledge of Health & Pharma strategy, incorporating both public and private sector's concerns and approaches.
- In depth knowledge of large Research Pharma companies approaches and tools.
- Monitoring of austerity and structural adjustment programs (experience with the Greek austerity and structural adjustment programs) and processes adopted (macro-economic goals, budget management, pharma sector cost-containment measures, policy design et.c.).
- PR capacity with scientific, representative associations (EFPIA, EHTEL, SFEE-Greek Pharma Industry Association, Pharma Innovation Forum et.c.), public sector stakeholders.  
(Further details or clarifications may be provided upon request.)

## **Future Professional Asks**

- Interest in a leading role in Life Sciences with a global potential. Interaction with the related stakeholders and sectors of Pharma, Clinical Research, Big Data processing, the Insurance industry, National and Regional public authorities, related Associations, Parliaments, EU Institutions, et.c.
- Global or regional role in business development, strategy formulation and implementation in the Consulting / Pharma / health / Insurance sectors.
- Building and management of Partnerships between the Private and Public stakeholders for the advancement and funding of population health.
- Policy and communications planning and implementation for Pharma business activity.
- Reputation enhancement and relations management targeting to key stakeholders.
- Strategic messaging communication to various private and public stakeholders of the health sector.
- Shaping and sharing of best practices and projects among countries and regions aiming at the advancement of reputation and assuring funding for medicine and healthcare.
- Design, launch and communication of industry Corporate Responsibility projects in partnership with States, NGOs, Patient Associations, and Scientific Societies.
- High level Advocacy of Pharma industry positions with government, parliament and other authorities.
- Design and exploitation of evidence and outcome based policies for the health and pharma sector.
- Presenting the developmental potential of the life sciences sector and its linkages with other sectors and society's well-being.