



IMAN IRANMANESH

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Professional Summary

Dynamic pharmaceutical leader (**Pharm.D., MBA, DBA**) with 15+ years of senior experience in **Market Access, Pricing & Reimbursement Strategy, Regulatory Affairs, and Business Development**. Trusted partner to the **Iranian Food and Drug Administration (IFDA)** with a proven record of shaping pricing policies, securing reimbursement, and leading complex product launches.

Core Competencies

- Market Access & Pricing Strategy
- HTA & Reimbursement Negotiation
- Public Affairs & Policy Shaping
- Government & Regulatory Engagement
- Licensing & Technology Transfer
- Stakeholder Management
- Portfolio & Lifecycle Strategy
- GMP & Quality Systems
- Executive Leadership

Work Experience

Director – Business Development & Regulatory Affairs

Omid Darou (Day Pharmaceutical Holding)

2025–Present

- Lead integrated Market Access and regulatory strategies.
- Interface with national regulatory authorities and policymakers.
- Drive cross-functional initiatives for new launches.

Director – Business Development

DarmanYab Pharmaceutical Group

2022–2024

- Developed growth strategies across key therapeutic areas.
- Strengthened regulatory alignment and market access pathways.
- Expanded portfolio through value demonstration.

Scientific & Educational Committee Secretary

Iranian FDFs Pharmaceutical Producers Syndicate

2017–2023

- Designed national high-level training & workshop programs.

Scientific Secretary & Judge, Pharmex

Aland Institute in cooperation with Iranian APIs & Pharmaceutical Packaging Materials Manufacturers

2018–Present

- Designed national high-level showcases, workshops and high-level panels programs.

Scientific Senior Advisor of Iranian APIs & Packaging Materials Manufacturers Syndicate

2025–Present

Vice President – Quality

Karkhanejat Darupakhsh – TPICo.

2019–2022

- Directed Regulatory Affairs, QA, and Technical Units.
- Enhanced compliance and supply chain readiness.

Deputy CEO → CEO

Alhavi Pharmaceutical Company (Day Holding)

2016–2019

- Led organizational transformation with regulatory excellence.
- Managed under-license project with Lundbeck (Ciprallex).

Senior Manager – Licensed Projects & Regulatory Affairs

Dr. Abidi – Sanofi Collaboration

2010–2014

- Led licensed manufacturing for major products.
- Managed technology transfer and GMP compliance.

Manager – Pharmaceutical Incubator & Innovation Units

TUMS

2009–2011

Expert & Head of Monitoring and Supply Unit

IFDA

2006–2009

Education

Doctor of Business Administration (DBA)

Technofest Institute of Technology University (TITU), Belgium
Technology & Innovation

MBA – Pharma MBA

Sharif University of Technology

Doctor of Pharmacy (Pharm.D.)

Tehran University of Medical Sciences
GPA: 17/20 — National Rank: 58 — Basic Sciences Rank: 7 Nationwide

Certifications

- Licensed Pharmacist – Ministry of Health and Medical Education
 - Senior Manager – Licensed Projects & Regulatory Affairs
 - Certified Technical Responsible Person
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Achievements

- Delivered major licensing and tech-transfer projects with Sanofi and Lundbeck.
- Trusted partner to IFDA and senior policymakers.
- Secured successful product launches in complex regulatory environments.
- Rapid progression through executive ranks.
- Significant contributions to national capacity-building.