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Lesly Jo Kujawa

451 NE 1st Street,

Pompano Beach, FL 33060

Lesly.Kujawa@yahoo.com | Cell: 954-612-1100

**Professional Summary**

Dynamic and results-driven business leader with comprehensive experience in the medical and pharmaceutical sectors. Expertise in developing strategic business plans, evaluating market opportunities, and fostering cross-functional collaboration. Proven record in executing telemedicine strategies, driving international commercial growth, and managing stakeholder and investor relationships. Proficient in managing complex licensing discussions and financial affairs to support organizational scale and business development.

**Core Competencies**

* Business Development and Strategic Planning
* Investor Relations and Financial Management
* Cross-Functional and International Partnership Development
* Licensing and M&A Analysis
* Telemedicine Strategy and Market Innovation
* Collaborative Leadership and Execution

**Professional Experience**

**Cole, Scott & Kissane**

*Medical Research Paralegal*

(03/2023 – Present, Per Diem)

* Applied sophisticated medical and regulatory understanding in complex cases to support data-driven legal strategies.

**Syneos / Janssen (a Johnson & Johnson Company)**

*Neuroscience Specialty Manager*

Dade, Broward, and Palm Beach Counties, FL

(12/2021 – 11/2022)

* Spearheaded cross-functional sales strategies aligning with national neurology initiatives and adaptive transition of primary care reps.
* Cultivated relationships with Key Opinion Leaders, strengthening strategic market impact through coherent engagement programs.

**Goldman Investments, LLC**

*Director of Medical Research*

(09/2020 – 12/2021)

* Directed ALS research, aligning clinical findings with strategic business and medical development goals to enhance market position.
* Fostered cross-functional collaboration to innovate processes and accelerate research outcomes.

**Lundbeck Pharmaceuticals**

*Senior CNS Specialist*

Broward and Palm Beach Counties, FL

(01/2020 – 09/2020)

* Promoted CNS therapies with a focus on strategic planning to enhance product awareness among psychiatric networks during challenges such as the pandemic.

**Mallinckrodt Pharmaceuticals**

*Neuroscience Clinical Specialist*

Florida and Puerto Rico

(01/2017 – 01/2020)

* Achieved 600% sales growth through the enhancement of internal/external partnerships, strategically streamlining patient management processes.

**Genzyme, a Sanofi Company**

*Senior Area Business Manager*

Miami, FL

(03/2012 – 10/2016)

* Drove market growth using innovative launch and strategic development plans for key products, mentoring district teams for optimal performance metrics.

**Biogen Idec**

*Senior Area Business Manager*

Dade, Broward, and Palm Beach Counties

(02/2007 – 03/2012)

* Pioneered the launch of Tysabri, creating strategic market networks leading to top-tier district market share and regional engagement excellence.

**Pfizer, Inc**

*Senior Therapeutic Specialty Representative*

Broward and Palm Beach Counties

(07/1995 – 02/2007)

* Achieved consistent national performance milestones, facilitating successful new product launches through robust territory management and strategic insights.

**Education**

Bachelor of Science in Mass Communications

Florida State University, Tallahassee, FL

GPA: 3.4



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