

Isabel De Paoli

Master of Science in Process Engineering

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Nationalities: Brazilian, Italian

Date of Birth: 02/09/1974

Professional Experience

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| 2016-present | <p>Merck KGaA, Darmstadt</p> <p><i>Executive Vice President – Chief Strategy Officer</i></p> <p>Developing and executing on all corporate strategy topics, especially focusing on long term portfolio strategy and business strategies. Leading long-term corporate technology ventures and innovation, with a focus on digital transformation, ventures and business building, currently with a total evergreen fund volume of € 300 million in corporate ventures and building several digital and science ventures with high revenue potential</p> |
| 2016-2017 | <p>Merck KGaA, Darmstadt</p> <p><i>Senior Vice President – Head of Group Communications</i></p> <p>Defining and implementing a global transformation program in communications, focusing on developing organisation and increasing capabilities, creating brand equity value and building capabilities and strong recognition in digital channels</p> |
| 2012 –2015 | <p>Merck KGaA, Darmstadt</p> <p><i>Senior Director -Head of Group Strategy</i></p> <p>Responsible for defining and implementing the long-term strategy and portfolio strategy (transformation volume of ca. €17bn), as well a leading cultural and organisational transformation programs globally</p> |
| 2009 - 2011 | <p>Merck KGaA, Darmstadt</p> <p><i>Director - Head of Global Strategic Planning Oncology</i></p> <p>Responsible for pipeline, development as well as commercial strategies in Oncology as well as operational projects (e.g. sales force effectiveness and commercial blue-printing) proving a top-line growth of ca. €100 million</p> |

- 2006 - 2008 | **Merck KGaA, Darmstadt**
Senior Manager Business Development Chemicals
Responsible for strategy and business development, leading to transformational acquisitions in Life Science (deal volume of €5.5b)
- 2004 - 2006 | **Permira Beteiligungsberatung GmbH, Frankfurt**
Private Equity Investment Manager
General investment activities with main focus on industrial and healthcare sectors, focusing on commercial and financial due diligences and investment strategy
- 2002 - 2004 | **The Boston Consulting Group, Munich**
Management Consultant
Main projects in private equity deals (due diligences and PMIs) as well as large DAX company projects

Education

- 10/00 - 10/02 | **Master of Science in Process Engineering,**
Technical University Hamburg-Harburg – TUHH, Hamburg
Focus on Bioprocess Engineering and Biotec
- 10/00 - 10/02 | **Professional Management Program**
Northern Institute of Technology – NIT, Hamburg
Business administration program; Full scholarship
- 03/94 - 12/99 | **Chemical Engineering Diploma**
(Brazilian degree: Engenheiro Quimico)
State University of Campinas, Campinas, Sao Paulo, Brazil
Focus on Bioprocess engineering

Languages

Portuguese: native; English and German: excellent