

# Curriculum vitae



|                   |  |        |                  |
|-------------------|--|--------|------------------|
| Name              | Matti Rahko                                    |        |                  |
| Date of Birth     | 16.10.1956                                     |        |                  |
| Address (current) | Penninpyöryläntie 2 13500 Hämeenlinna, Finland |        |                  |
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## Education

| Degree                                    | Institution/School and Country | Year |
|---|--------------------------------|------|
| Student/ School of business and economics | University of Jyväskylä        | 2013 |
| RPR (RLE)                                 | Lääketietokeskus               | 1985 |
| RN (laboratory)                           | Vocational school of Oulu      | 1979 |

## Courses and conferences

Participation of many courses in marketing and sales.

Participation of many medical/pharmaceutical conferences (nationally and internationally) in different therapeutic areas.

Participation of courses in speech and performance skills.

## Current and previous relevant positions

| Title                          | Company/Organization        | Period          |
|--------------------------------|-----------------------------|-----------------|
| Sales and marketing specialist | CostEF Oy                   | 01.07.2012 -    |
| Senior product specialist      | Novartis Finland            | 2007-30.06.2012 |
| Product specialist             | Novartis Finland            | 1998-2007       |
| Product specialist             | Sandoz                      | 1996-1998       |
| Product specialist             | Glaxo Wellcome              | 1992-1996       |
| Product specialist             | Leiras                      | 1986-1992       |
| Area manager                   | Oy Star Ab                  | 1984-1986       |
| Nurse (laboratory)             | Central hospital of Lapland | 1979-1984       |

## Experience from different therapeutic areas

| Therapeutic area        | Company/Organization                           |
|-------------------------|--|
| Diabetes                | Novartis Finland Oy                            |
| Cardiovascular diseases | Novartis Finland Oy<br>Innovex<br>Leiras       |
| Asthma/COPD             | Novartis Finland Oy<br>Leiras                  |
| Neurosciences           | Novartis Finland Oy<br>Glaxo welcome<br>Leiras |

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|             |            |
|-------------|------------|
| Gynaecology | Oy Star Ab |
|-------------|------------|

## Other professional skills

| Description  | Company/Organization | Therapeutic area                            |
|--|----------------------|---|
| Knowledge of using HE (Health Economic) tools in marketing | Novartis Finland Oy  | Diabetes<br>Cardiovascular diseases<br>COPD |

## Language skills

|         |               |
|---------|---------------|
| Finnish | Mother tongue |
| English | Fluent        |
| Swedish | Basic         |

## Computer skills

|             |      |
|-------------|------|
| Word        | Good |
| Excel       | Good |
| Power Point | Good |

## Referees

| Name         | Position (at the time of interest)      | telephone number |
|--------------|---|------------------|
| Timo Vainio  | Regional sales manager                  | +358 40 775 7563 |
| Jorma Strand | Chief Phycisian, Diapolis Oy (customer) | +358 400 686 026 |