

## LEON DE LEEUW

Dutch native. Flexible expat with EU working rights. Can relocate in one month or work remotely. 8+ years of international business experience. Main skills: managing across teams from different cultures, representing companies in a diplomatic manner, negotiating contracts, strategic planning, forecasting, data management, business writing, risk analysis, reporting.

I am openly gay.

0044 20 81 33 25 59 • [hello@leondeleeuw.net](mailto:hello@leondeleeuw.net) • [linkedin.com/in/leondeleeuw](https://www.linkedin.com/in/leondeleeuw) • [leondeleeuw.net](http://leondeleeuw.net)

## WORK EXPERIENCE

### **Netherlands Cancer Institute, Senior Clinical Contract Manager Amsterdam, the Netherlands**

**2021 / now**

- Negotiating contracts and budgets for clinical trials. In particular phase 1 and 2, for testing safety and efficacy, including all necessary interventions as listed in the study protocols. Specialised in complex oncology studies and medical device studies.
- Composing budgets and drafting funding agreements for investigator-initiated clinical trials, in the designing phase when no protocol or schedule of assessments is available. Determining, in close collaboration with investigators, the interventions, therapy administering, assessments and frequencies thereof that take place in the clinical trials.
- Directly negotiating legal wording in contracts and study feasibility with pharmaceutical and legal representatives, bridging the gap between US/UK and Dutch law. In close contact with the hospital pharmacy, radiology and nuclear medicine departments to arrange for the correct procedures to be included within a clinical trial and determining the pricing.
- Reviewing confidentiality agreements, drafting amendments and including necessary principles and clauses to ensure patient safety, also securing confidential information of the patients and hospital.

### **Marshall Denning, Commercial Contract Manager France, Belgium, Bulgaria**

**2020 / 2021**

- Legal lead for public tenders in Belgium (Public TV, National Railways), for deals up to 15 million Euros, services offered included AWS cloud and consultancy.
- Negotiated on IT services offered to clients in the Benelux and France. Public and private sector, banking, insurance, pharma and telecom. Liaised directly with corporate clients and the business team on the finance, margin and sales forecast to ensure profitability.
- Prepared risk assessments and mitigations to inform teams on commercial and legal implications and limit risk exposure for the contract under negotiation.
- Drafted non-disclosure agreements, proposals, amendments, extensions and contract clauses for topics such as GDPR, benchmarking, audits, non-compete and non-hire.
- Directly negotiated on contract wording, intellectual property, payment terms, service level agreements, audit and benchmarking clauses and financial terms with high-stake clients.
- Interpreted ongoing contracts, addressing specific concerns from the Business and Delivery teams. Ensured correct signing of new contracts and online archiving for retrieval.
- Advised on dispute resolution and settlement, keeping the balance between business interests and client relationships.
- Wrote client communication, internal escalations and approval requests on behalf of the company lawyer and business teams.

**IQVIA, Clinical Research Manager  
Belgium, the Netherlands, Bulgaria**

**2016 / 2019**

- Handled site identification, qualification, inclusion, contracting, initiation, training, monitoring, close-out and trial master file archiving.
- Independently executed contracts for studies with all major Dutch and Belgian hospitals, as well as GP practices. Submitted clinical studies for regulatory / ethics committee approval.
- Trained clinical investigators and study coordinators on clinical protocols and data registry systems. Mentored junior colleagues on projects.
- Ran vendor management, the creation of purchase orders, invoice proposals with pre-calculated fees – in order to pay clinical investigators, ethics committees, regulatory authorities payments. Led payment cycles and provided updates on the payment status.

**MSD, IT Specialist  
The Netherlands, Bulgaria**

**2014 / 2016**

- Reported and escalated medicine production outages in high detail to avoid production halt.
- Solved Word / Excel / Outlook / Expense report / SAP inquiries of pharma representatives.
- Handled requests by phone, email and chat or through screen sharing.

## **QUALIFICATIONS**

Bachelor of Business Administration, TIO Private University of Applied Sciences of Utrecht	
International business, contract / business law, European law, finance, accounting.	<b>2013</b>
Safety and Security in the Field trainings, United Nations	<b>2019</b>
Global Diplomacy, University of London	<b>2020</b>

## **LANGUAGES**

Native	Dutch, English
Fluent	Bulgarian
Basic	German, French, Italian, Spanish, Russian, Romanian

## **CAREER AND PERSONAL NOTES**

Extensive solo travel throughout Europe, the Balkans, Turkey, the Middle East and the Caucasus region. Five written books on topics such as living abroad as an expat, fictional stories, poems and photography. A great interest in learning foreign languages and working in international teams.