

LEON DE LEEUW

Dutch native, flexible expat, EU working rights. Can relocate in one month or work remotely. 10+ 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.

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WORK EXPERIENCE

Netherlands Cancer Institute, Senior Clinical Contract Manager **2021 / now**
Amsterdam, the Netherlands

- Composing and negotiating 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.
- Directly negotiating contract wording with legal representatives of pharmaceutical companies, bridging the gap between US/UK and Dutch law.
- Liaising between Principal Investigators and Clinical Research staff in regards to feasibility of clinical trials and the internal pricing of procedures.
- Reviewing Confidentiality Agreements as proposed by the pharmaceutical companies and making the necessary changes to safeguard confidential information of the hospital and minimise legal risk exposure.

Marshall Denning, Commercial Contract Manager **2020 / 2021**
Sofia, Bulgaria

- 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 **2016 / 2019**
Sofia, Bulgaria

- 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
Sofia, 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.

PANGEA Travel, IT Specialist
Arnhem, the Netherlands

2013 / 2014

- Held a usability test with 40 clients, improved booking process raised client satisfaction.
- Conducted interviews with an E-Marketing professor and Google experts, implemented ideas leading to 40% higher search engine results.
- Maintained website database. Posted on social media accounts and pursued engagement with existing and potential clients.
- Graphically designed branding trademarks and expanded business by designing a website for luxury tours.

QUALIFICATIONS

Bachelor of Business Administration, TIO Private University of Applied Sciences of Utrecht
Curriculum: international business, contract / business law, finance, accounting, operational management, HR regulations, cross-cultural communications e-commerce, business ethics. **2013**
Safety and Security in the Field trainings, United Nations **2019**
Good Clinical Practice 3.0, Barnett International **2019**
International Relations, Higher School of Economics of Moscow **2020**
Global Diplomacy, University of London **2020**

LANGUAGES

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

CAREER AND PERSONAL NOTES

Internships in Bucharest, Romania, and Southern France, both in IT and Hospitality. Long-term solo travel throughout Southern and Eastern Europe, the Balkans, Turkey, the Middle East and the Caucasus region. Five written books. Topics such as living abroad as an expat, fictional stories, poems, photography.