

Vic Gilpin

CV March 2024



Education

Waikato Institute of Technology (1991-1993)

- Diploma of Comprehensive Nursing

Auckland Institute of Technology (1998)

- Post Graduate Certificate in Paediatric Palliative Care

Pro-Formance Driven (2000 – 2004)

- Sales courses x 4

David Forman

- Negotiation (2002)

EMA

- The People Skills of Leadership (2003)

Auckland University

- Marketing Management (2004)

DDB Marketing (Global)

- Consumer Thinking Workshop (2007)

1 Global Partners, LLC

- The Art of Global Positioning (2009)

Roche Global (2009-11)

- Peer Review and Conflict Management
- International Business Team in Action
- Introduction to the US Pharma Market

Summary

My career has mostly been focused on supporting people to achieve their best, be that physically, mentally, or professionally.

I have 25 years' experience in healthcare in clinical, people management, sales and marketing, and mentoring roles. This, along with the diverse nature of my professional and personal life, gives me a unique skill set and approach to the creation and implementation of the ITFNZ strategic plan. As a "junior dan" and not having been a board member in the past, I believe I won't be constrained by the historical way things have been done within our organisation, or carry any potential baggage in to the fray.

Career history

Head Instructor Ji Shin Maraetai Taekwon-do

2021 – present (student since 2011)

Aligned with the principles of te whare tapa whā, we support and inspire people to achieve their life goals, utilising the art of Taekwon do as a conduit. While we have elite competitors in our club, we are a whānau and hāpori focused club, and one of the biggest in New Zealand.

Project Implementation Lead Auckland Wellbeing Collaborative

2023 - present

Part of a team tasked with implementing the Integrated Primary Care Mental Health and Addictions model (IPMHA). This transformative and visionary approach creates expedited access for whāiora to access Mental Health services, and support with long term conditions.

Learning Assistant Maraetai Beach School

2019 – 2023

Supporting kura, kaiako, and tamariki in their education journey. I am trained in lego based therapy for ASD, and ran 4 groups per week. Part of the creation and implementation of "Ngā Taonga o Maraetai", a covid response program supporting hauora for at-risk tamariki to reintegrate back to the kura post lockdown.

Strengths

Passion for hauora in my professional and personal life

- Belief and understanding in the principles of te whare tapa whā, with lived experience of mental ill health

Strong business acumen

- Commercial understanding with a history of success in sales and marketing nationally and globally

A natural leader, team player, and someone who will inspire

- A Taekwon-do Instructor who walks the talk when supporting and motivating others
- Successful leadership positions in business, and driving innovative strategies
- I strive to get the best out of all team members in order to meet both business and personal goals, with the ability to assume or relinquish leadership as appropriate

A communicator, collaborator, and presenter

- Experience and success in working with diverse individuals and teams, both nationally and globally

References can be supplied on request

Neuroscience Senior Product Manager Janssen-Cilag **2013 - 2017**

Employed to launch Janssens new long acting injectable (LAI) antipsychotic medication, Invega Sustenna, which became New Zealand's most prescribed LAI within 5mths post Launch.

Invited member of the Janssen Australia and New Zealand Marketing Council in 2015. Recipient of 2 Encore awards for Brand Plan 360 team involvement and Conference organisation. Member of the Janssen Diversity and Inclusion Council and Māori Response group and the "Kaneke" (moving forward as one) project.

National Sales Manager Capes Medical

2011 – 2013

Leading a team of 4 to meet challenging fiscal, business, and personal goals in a market dominated by 2 multinationals. Created business plan and strategic implementation in to 3 new market segments.

International Product Manager F Hoffman La Roche Ag

2008-2011

As part of the International Business team, the main focus was to create and implement the global marketing plan, and to support National affiliates implement with their strategy.

Selected as a member for the 2009 Roche Global Marketing Excellence task force, to redesign and implement new Annual Marketing Plan template. A member for the 2009 Congress task force. Selected as a member of the Roche CardioMetabolism Leadership project.

Sales and marketing roles Roche NZ

2000 - 2008

First employed in sales to launch 3 new oncology/haematology products, in my tenure I held a number of sales and marketing roles. Success in these roles ultimately led me to succeeding in my bid for a Global position. The main areas of focus were oncology/haematology, nephrology, and virology.

Shared Care Nurse Specialist 1999 – 2000

Registered Nurse 1994 - 1998

Starship Childrens Hospital Oncology/Haematology
Following the centralisation of paediatric oncology/haematology services in 1999, my role was to establish and manage the Shared Care program throughout Northern and Central DHB's. While a clinical role by definition, this was a relational role in aligning the various kaupapa of each hospital, with differing cultural and socioeconomic groups. Prior to this I was a staff nurse on ward 27b.