



Mark Archer

Executive Vice President, Global Head,
Business Development
inVentiv Health

Mark Archer has 30 years of experience in the biopharmaceutical industry in sales, marketing, general management, strategy and business development. Mark joined inVentiv Health in 2012 as senior vice president commercial operations and development, Europe, and is currently Global Head of Business Development. He previously worked at Quintiles, Sanofi, Roche, Merck and GSK in national and international roles to global vice president level.

Mark has extensive experience in the development and implementation of international product launch strategy, management of commercial operations and strategic alliances. At Sanofi he managed a portfolio of global alliances in oncology, cardiovascular and respiratory markets, with revenues of more than \$11 billion. His global marketing accomplishments include the launch of three cardiovascular and diabetes brands with combined peak sales of more than \$2 billion.

Mark has worked with leading biotechnology companies in US, Europe and Asia Pacific to design, build and manage European commercial operations. Projects included the launches and commercialisation of products in the oncology, haematology, respiratory and cardiovascular therapy areas.

inVentiv Health:

inVentiv Health is a top-tier professional services organization that accelerates the clinical and commercial success of biopharmaceutical companies worldwide. Our combined Clinical Research Organization (CRO) and Contract Commercial Organization (CCO) help clients improve their performance to deliver much-needed therapies to market. With 14,000 employees providing services to clients in 70 countries, inVentiv Health designs best practices, processes and systems to enable clients to successfully navigate an increasingly complex environment. inVentiv Health, Inc. is privately owned by inVentiv Group Holdings, Inc., an organization sponsored by affiliates of Thomas H. Lee Partners, L.P., Liberty Lane Partners and members of the inVentiv Health management team. Learn more at inventivhealth.com.