

Ivan Lugovoi

Tel.: +33 6 95 21 67 03
E-mail: ivan.lugovoi@hec.edu

Education

HEC Paris [France] 2013 – 2019

Ph.D., Department of Operations Management
and Information Technology

Dissertation title: *Process innovation in the pharmaceutical industry*
Supervisor: Professor Dimitrios ANDRITSOS

Kyiv National University for Trade and Economics [Ukraine] 1995 – 2002

Master Degree in Economics of an Enterprise. GPA 4.9/5.0
Specialist in Foreign Economic Activity. GPA 5.0/5.0

Research Projects

Working papers

- “Process innovation in the pharmaceutical industry” (with Dimitrios Andritsos and Claire Senot): invited to “reject and resubmit” at *Manufacturing & Service Operations Management*.
- “Novelty and scope of innovation in manufacturing: The role of related and unrelated production experience” (with Dimitris Andritsos and Claire Senot)

Work-in-progress

- “Process innovation and the longevity of its economic effects” (with Dimitrios Andritsos)
- “Buying generic drugs through a tender process: Empirical insights into the purchasing practices of health-insurance companies” (with Jürgen Mihm and Svenja Sommer)

Teaching Experience

HEC Paris / France 2014 - 2019

Teaching Assistant.

- Operations and Technology Management (Executive MBA): Spring 2018, Spring 2019
- Operations and Technology Management (Full-Time MBA): Fall 2016, Spring 2017, Spring 2018, Spring 2019
- Supply chain management (MSc): Fall 2014, Spring 2017, Spring 2018

Presentations

Title: “Process innovation in the pharmaceutical industry”

INFORMS Annual 2019 (Seattle), INFORMS Healthcare 2019 (Boston), R&D management conference 2019 (Paris), S&O day 2019 (Jouy-en-Josas), TADC 2019 (London), POMS Annual 2019 (Washington), INFORMS Annual 2018 (Phoenix), AOM Annual 2018 (Chicago), ETOM day 2018 (Fontainebleau), INFORMS Healthcare 2017 (Rotterdam), INFORMS Annual 2017 (Houston), ROLAND GARROS HEC Foundation event 2017 (Paris)

Title: “Determinants of process innovation”

INFORMS Annual 2019 (Seattle), INFORMS Healthcare 2019 (Boston), POMS Annual 2019 (Washington)

Professional Experience

Synbias Pharma AG / Switzerland / Schaffhausen 2012 - 2013

Distributor of Active Pharmaceutical Ingredients and Final Dosage Forms. Approved by Swissmedic.

Board member / CEO

Started affiliate company in Schaffhausen, Switzerland

Developed the business in Germany, selected an acquisition target, performed cost structure analysis.

Recruited the executive team and coordinated the financing process.

Full responsibility for the development of the product portfolio and the manufacturing infrastructure.

Synbias Pharma Ltd / Ukraine-France-Germany /

Production and sale of anticancer Active Pharmaceutical Ingredients. Approved by US FDA, EMA, PDMA

Vice-President. Sales and Finance.

2010 - 2012

Improved the existing supply chain, doubling sales in 2 years.

Created the distribution network of final dosage forms in 5 EU countries.

Vice-President. Finance.

2008 - 2010

Developed business plans and organized financing for several manufacturing projects.

Achieved the manufacturing costs decrease of 12%

VAB Group / Ukraine / Kiev

2002 - 2008

Financial Manager

Developed business plans, organized financing and launched operations for clients in the telecommunications, agriculture and retail industries.

Languages

English (Fluent), Russian (Native), Ukrainian (Native), French (B1), German (B1)

References

Professor Dimitrios Andritsos

HEC Paris

1 Rue de la Libération

78350 Jouy-en-Josas

France

andritsos@hec.fr

Professor Claire Senot

Tulane University. Freeman School of Business

7 McAlister Dr.

New Orleans, LA 70118

USA

csenot@tulane.edu

Professor Jürgen Mihm

INSEAD

Boulevard de Constance

77300 Fontainebleau

France

jurgen.mihm@insead.edu

Professor Svenja Sommer

HEC Paris

1 Rue de la Libération

78350 Jouy-en-Josas

France

sommers@hec.fr

Professor Sven Riethmueller

Yale Law School

127 Wall Street

New Haven, CT 06511

USA

sven.riethmueller@yale.edu