



Can you tell us a little about your background and what led you to join Orifarm CTS?

I fell into pharmaceutical trading almost by accident after leaving university and spent the next 10 years working in parallel import and export for one of the big UK wholesalers, followed by a further 8 years with a smaller, family-led unlicensed medicine supply business. So two very different experiences.

Throughout this time I'd been both a customer and a supplier to Orifarm, and was always impressed with the way they conducted business. Orifarm for me represents the best of both worlds – the family 'ethos' coupled with the presence and influence of a large commercial enterprise. The ability to make a difference without forgetting what an important contribution each individual makes along the way.

What are the most rewarding aspects of your job?

I have always found working in the pharmaceutical arena rewarding, especially being able to support and improve access to medicines. Supporting clinical trials feels like working at the rock-face. Ultimately, knowing that my work helps maintain the integrity and success of clinical trials, benefiting patients worldwide, is deeply fulfilling.

What skills do you find most crucial in your role?

An analogy I really like is that a company trying to operate without business intelligence is like trying to drive a car without any dials or indicators on the dashboard – you can make it go, but you have no way of knowing how fast or far you're travelling, whether you have enough fuel to reach your destination, whether there's a fault with the engine etc. To be

able to provide those insights that support the direction of travel certainly requires some comfort around data and an ability to translate that into useful information. And above all, attention to detail!

What do you enjoy most about working with your team?

The approach at Orifarm is hugely collaborative, and being able to interact with a diverse team of professionals in a dynamic and supportive environment really motivates me.

What advice would you give to someone looking to pursue a career in your field?

The main advice I would give is to embrace continuous learning – never stop asking questions. I've worked across a range of disciplines, but one thing that's kept me in Pharma for my entire career has been the variety of work and the pace of change. No two days are the same.

What's a fun fact about you that people might not know?

I once spent Christmas Day climbing to the top of the Torres Del Paine in Patagonia!