

# Amir Reza VARZANDI

Date of Birth: July 1989 | Nationality: Iranian | Sex: Male

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## EDUCATION

**Ph.D.** University of Turin, Turin, Italy **January 2022 - present**  
Ph.D. Program in VETERINARY SCIENCES FOR FOOD AND ANIMAL SAFETY

Ph.D. Thesis: "Genomic surveillance of wildlife-related pathogens from eDNA samples from La Mandria Natural Park."  
Supervisor: Prof. Ezio Ferroglio

**M.S.** University of Bologna, Bologna, Italy **Animal Biotechnology** **March 2016**  
GPA: 110/110 cum laude

M.S. Thesis: "Investigation of genetic markers of resistance to infectious diseases (E. Coli, PRRSV): association with several production traits in Italian Large White pigs"  
Advisor Prof. Luca Fontanesi (See References)

**B.S.** Bu Ali Sina University, Hamedan, Iran **Animal Science** **2011**  
GPA: 15.79 / 20.00

## EXPERIENCE

### Work:

#### Medical Representative

Cobel Darou **July 2020 – December 2021**  
Dr. Abidi Pharmaceuticals (Oncology Specialty Care Unit)

- Pre-Marketing and launch of **DASATINIB** branded as Laracel besides promoting sales of **LENALIDOMIDE** branded as Mylodeq.
  - By visiting and building stronger relationships with Hematology and Medical Oncology specialists (including MM, CML, and ALL PH+ key opinion leaders) in Tehran and several other cities in Iran.
  - Coordinating and participating in scientific sessions (mainly web-based) with specialists in the field.
  - Responsible for coordination and participation in various congresses (mainly web-based).

#### Medical Representative

Stragen Pharma SA, Iran's affiliate. **December 2018 – April 2020**

- Promoted the sales and proper use of **PACLITAXEL** by visiting Hematology-Oncology and Radiation Oncology specialists (incl. KOLs) in Tehran and other cities of Iran.
- Promoted the sales and proper use of **KEVESY** (Levetiracetam Ready-to-use bags) from September 2018 by visiting Neurology and ICU specialists.

- Medical knowledge support for the medical department by presenting the latest articles to specialists in the field and collecting feedback.
- Prepared marketing plans for assigned territory and implemented them by coordinating and organizing scientific events, group meetings, and mornings.
- Market monitoring for competitors.
- Participated in scientific congresses both as a participant or exhibitor.
- Attended medical and marketing training courses offered by Stragen Pharma.
- Market research for new products.
  - Supervised by Sales and Marketing Manager.

### **Medical Representative**

Stragen Pharma SA, Iran's affiliate.

**July 2017 – December 2018**

- Promoted sales and proper use of **PACLITAXEL** and **OXALIPLATIN** by regularly visiting Hematology-Oncology and Radiation Oncology specialists (incl. KOLs).
- Coordinating and participating scientific sessions with specialists of the field.
- Responsible for coordination and participation in various congresses.

### **Medical Representative**

Arena LifeScience Inc. Tehran, Iran.

**December 2016 – Jul 2017**

- Promoted the sales and proper use of **RIVAROXABAN** branded as Axabin by visiting Cardiology, Neurology, Orthopedic and Hematology-Oncology specialists (incl. KOLs) in Tehran and other cities of Iran.

### **Research:**

**Post-graduation Stay**, University of Bologna, Bologna, Italy. **Mar 2016 – Oct 2016** Laboratory of Livestock Genomics.

- Completed Master's thesis data analyses and prepared a draft of an article for publication.
- Performed sequencing Experiments with ABI Genetic analyzer (Sanger Sequencing).
- Designed a Genotyping by Sequencing experiment for PHKG1 gene.
- Assisted Next-Generation sequencing experiments on Ion Torrent platform. • Participated in European researchers' night as a Member of [TREASURE](#) European project.

**Master's Internship**, University of Bologna, Bologna, Italy.

**Jun 2015 – Mar 2016**

Laboratory of Livestock Genomics

- Extracted DNA, designed primers, and optimized PCR test to genotype 3 SNPs on 3 distinct genes.
- Performed PCR-RFLP test on more than 700 samples for every SNP separately.
- Improved my statistics skills using R and analyzed the project's data using packages in R and SAS.

**Erasmus Stay**, University of Barcelona, Barcelona, Spain

**May 2015**

Regulation of lipid metabolism Research Group

- Observed and assisted in Western Blot and confocal microscope tests under Prof. Herrero's supervision. • Prepared a protocol for Brown Adipocyte isolation and separation.

### **RELEVANT COURSEWORK**

- *General Pathology* - Animal Biotechnology MSc, The University of Bologna.
- *Regenerative Medicine* - Animal Biotechnology MSc, The University of Bologna.
- *Pharmacology* - Animal Biotechnology MSc, The University of Bologna.
- *Biomolecular Techniques Applied to Transmissible Diseases*- Animal Biotechnology MSc, The University of Bologna.

- *Drug Discovery* – University of California, San Diego, Verify at [coursera.org/verify/68JYRB3PSDY2](https://coursera.org/verify/68JYRB3PSDY2) . (Online course)
- *Next-Generation Sequencing Data Analysis: RNA seq and Small RNA seq* – Iran’s National Institute of Genetic Engineering and Biotechnology – 8-9 February 2017

## AWARDS AND HONORS

- *UNIBO Action 2, University of Bologna, Bologna, Italy. Merit scholarship based on GRE scores covering annual tuition fee and living expenses.* **2014**
- *UNIBO Action 2, University of Bologna, Bologna, Italy. Merit scholarship based on GRE scores covering annual tuition fee and living expenses.* **2013**

## PUBLICATIONS

Claudia Geraci, Amir Reza Varzandi, Giuseppina Schiavo, Samuele Bovo, Anisa Ribani, Valerio Joe Utzeri, Giuliano Galimberti, Luca Buttazzoni, Maurizio Gallo, Stefania Dall’Olio, Luca Fontanesi.

Genetic markers associated with resistance to infectious diseases have no effects on production traits and haematological parameters in Italian Large White pigs. *Livestock Science* 2019. (<https://doi.org/10.1016/j.livsci.2019.03.003>)

## LANGUAGES

- English – fluent  
**GRE** (11/02/2016): Verbal:155, Quantitative: 153, Analytical Writing: 2.5  
**IELTS** (12/12/2015): Listening:7, Reading: 9, Writing :6.5, Speaking :7.5. Overall: 7.5
- Italiano – fluent in Speaking, Listening, and Reading, decent in Writing.
- Farsi – native

## TECHNICAL SKILLS

### *Statistics and Data analysis*

- R, Excel, Spreadsheet Programming, (Independent User B2)

### *Bioinformatics*

- Primer 3 & Mega (Independent User B2)
- Data Banks (NCBI - Independent User, ENSEMBLE – Proficient User)

### *General*

- Microsoft Office (Proficient)
- Adobe Photoshop (Independent User B2)

## COMPETENCIES

- Critical thinking and problem solving
- Strategic thinking and agility
- Driving for results
- Interpersonal savvy
- Continuous learning

## HOBBIES

- Pursuing news, cooking, reading novels, swimming, and listening to music.

## REFERENCES

- **Fontanesi , Luca.** Full Professor, Department of Agricultural and Food Sciences, University of Bologna, Italy, [luca.fontanesi@unibo.it](mailto:luca.fontanesi@unibo.it)
- **Forni, Monica.** Associate Professor, Department of Veterinary Medicine, University of Bologna, Italy. [monica.forni@unibo.it](mailto:monica.forni@unibo.it)