



Denis Golubchikov

Director

Johnson&Johnson Ukraine, LLC

BRIEF BIOGRAPHY:

I gained diverse work experience in Pharmaceutical business. I started my career with PharmasCo and Biopharma pharmaceutical manufactory, then successfully lead sales department in medical center EuroLab. In 2006 I joined Delta Medical, Pharmaceutical Company as Sales force effectiveness manager with further promotions to Division manager and Business Unit Manager.

In 2012 I became a member of Johnson & Johnson Ukraine team in a role of Pharmacy Channel Development Manager. In 2014 I was appointed to the position of Commercial Manager, where realized such valuable projects and achievements as double-digit growth in market share for list of products, implemented new approaches to data analysis. As of July 2018, I stepped out of Johnson & Johnson and worked as a Commercial Director Biopharma and later as General Manager in Biopharma (Stada Group)

with full responsibility for strategy and promotion. As of April 2020, I rejoined Johnson & Johnson as Director for Johnson & Johnson Ukraine, LLC.

Why do you think membership in the American Chamber of Commerce is important for business operating in Ukraine?

American Chamber of Commerce in Ukraine - a reliable partner that helps the country's economy and its development. ACC cooperates with the Government of Ukraine in different areas. ACC always show detailed strategic priorities and come up with proposals to support Ukraine's economy and the preservation of jobs, which are top business priorities, especially nowadays.

What motivates you to be a Chamber Board Member?

Serving on the Board of member is opportunity to have a direct impact on the future of business sector, accelerate the development of the Ukrainian economy by making it a more transparent environment for business. The opportunity to make changes to the future via growing role ACC.

Why do you feel you are qualified to serve on the Chamber Board? What skills would you bring to the Board?

Here are some of my skills that will help open up new possibilities and that could be useful to the Chamber Board:

Focus on big picture of business development, the ability to set a clear strategy and transform it into actions, create a highly effective working environment always help me to achieve the highest performance in business results.

I have over 17 years of experience in Pharma, FMCG and HealthCare;

I have solid expertise in new products development and launch in HealthCare, including manufacturing and supply chains;

I achieved successful medical clinic startup and medical services consulting.

That's why I can share my experience and business view with ACC members.



How have you been active in the Chamber over the course of the last two years?

I participated in different projects and platforms (e.g. “Leadership in Times of Crisis” project), interacted on issues of communication with government agencies (e.g. State customs service) and other.

What activity or Committee would you participate in and be responsible for?

Servant Leadership, Change Management, Talent Development, Corporate Culture, Health Care Compliance, Health Care Innovations, Consumer market trends, Sustainability (environmental friendliness), Big data & analytics.
