

HEALTH CAREER

CONSULTANT PROFILE

MAG. (FH) ELMAR SCHEUBA
GLOBAL HEAD OF SECTOR ISG-HEALTHWORLD
EXECUTIVE MANAGING PARTNER – GLOBAL



International Service Group
Location: Vienna / Austria
Office: Universitätsring 14
1010 Vienna - Austria

Contact Details

Mobile: +43 664 140 13 18
Fixed Line: +43 1 512350546
Fax: +43 810 9554 197167

Skype-ID: scheubaelmar
Email: elmar.scheuba@isg.com
Web: www.isg-healthworld.com



Mr. Scheuba shows an excellent and unique knowledge of international medical devices, pharmaceutical, biotech and health care markets in general. From his university background perspective, Elmar Scheuba is an international health economist and graduate of "health care management" master studies at International Management Center Krems (IMC) / Austria with the focus on international pharmaceutical management, international hospital management and international health care consulting.

Mr. Scheuba possesses over 20 years of professional work experience during which he has had the opportunity to gain substantial financial health care experience as a global buy side equity analyst for an exclusive health care investment-boutique in Switzerland, where he was responsible for worldwide medical services research (hospitals, distributors, HMO's, health care IT). During his several professional assignments he could also gain valuable experience in the endovascular medical devices industry at Medtronic Corporation and received an extensive insight in Novartis pharmaceutical Drug Regulatory Affairs (DRA) business. Apart from that, he was later performing as an international product manager for a leading European supplier of consumer medical products and could further contribute to Deloitte's Life Science consulting business in Zurich where his profound industry expertise and personal dedication made him a valuable asset as a global subject matter expert for topics associated with medical devices, life science, pharma and health care providers.

Prior to setting up his own global recruiting and executive search company Mr. Scheuba was able to successfully build up his strong personal competence in health care recruiting and executive search by performing as a European senior business manager for medical devices and pharma on board of two globally renowned major executive search companies, located in Germany and the UK respectively.



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EDUCATIONAL BACKGROUND AND PROFESSIONAL EXPERIENCE

- Health Economist / International Health Care Management
- Experience in diverse International Management functions (>26 Years)
- Multi-lingual (German, English, Spanish)

CLIENT FOCUS

- Healthcare private equity and venture capital funds in the range of \$50M to \$500B AUM.
- Global Life Sciences, Biotech, Pharma, Medical Devices/Diagnostics & Digital Health Transformation.
- Healthcare private Equity and Venture Capital backed companies.
- Privately and public held firms (for-profit) in the range of \$10M to \$500B.
- Start-up, Spin Off's, small-, mid- and large-size enterprises, turn-around operations.
- Multinational Blue chip organizations.

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COUNTRY FOCUS

- Europe / EMEA
- North America
- Asia

BUSINESS FOCUS

- C-Suite & Board Level Search
- Board-Level and CEO appointments
- Senior Vice President and VP roles
- General Management appointments
- Middle Management Appointments

INDUSTRY FOCUS

- Health Care
- Medical Devices & Dental
- Pharma & Generics
- Hospitals & Senior Residences
- Medical Diagnostics & Laboratory
- Biotechnology & Life Sciences

FUNCTIONAL COVERAGE

- Commercial Marketing & Sales | Business Development
- Health Economics & Market Access | Pricing & Reimbursement
- Regulatory Affairs | Quality Management & Safety
- Scientific Research (Biotechnological & Pharmaceutical)

REPRESENTATIVE SEARCH PROJECTS

<http://www.isg-healthworld.com/en/references-and-media/reference-projects-and-testimonials/>

- Middle East, Far East / U.A.E.
- Central America
- LATAM

- Senior Directors | Directors
- Specialists
- Engineers
- Scientists

- Consumer Healthcare
- Healthcare IT & Bio-Informatics
- Clinical Nutrition, Food & Cosmetics
- Health Insurance & Health Care Finance
- Health Care Consulting Industry
- Chemicals

- Preclinical & Clinical Development
- Medical Manufacturing | Production, Prototyping & OEM
- Bioprocessing | Pharmaceutical Engineering & Packaging
- Health Care IT Management | Medical- & Bio-Informatics