

Mustafa Abacioglu

Turkish-American Industrial Pharmacist with an entrepreneurial mindset striving to fulfill his dream of advancing access to medicine and improving the lives of patients worldwide

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📁 Experience

NCODA, Manager of Membership and Professional Development Jul 2025 – Present | New Jersey, USA

- Leading NCODA's initiatives for the future leaders of oncology (students, residents, and fellows), especially the Professional Student Organization (PSO) and Medically Integrated Oncology Pharmacy (MIOP) Residency Program.
- Developing NCODA's international expansion strategy with the leadership team and the International Executive Council.

AMEX Healthcare, Senior Global Pharma Sales Specialist Oct 2023 – Jul 2025 | Vienna, Austria

- Responsible for 18% of BU revenue and increased sales by 11% through managing strategic procurement projects for top International Customers (UNDP, WHO, UNICEF, MSF) and leading partnerships with global manufacturers and suppliers.
- Increased key customers' net promoter scores (NPS) by 13% while fulfilling the role of focal point for external stakeholders.
- Established and grew relationships with 4 new strategic suppliers that were crucial in increasing average tender coverage by 32%; a result of constantly investigating business development opportunities to partner with new suppliers and customers.
- Promoted to senior in a record 18 months as a result of exceeding performance targets and spearheading strategic projects.

AMEX Healthcare, Short Term Assignment - African Regional HQ Launch Oct 2024 – Feb 2025 | Nairobi, Kenya

- Was assigned a key role in AMEX's African Regional HQ launch in Nairobi focusing on knowledge and culture transfer from the Vienna HQ while developing supplier and customer management for Africa.

Seagen (Pfizer), US Market Access Intern Jun 2023 – Sep 2023 | Seattle, USA

- Led high-level strategic projects for Pfizer's Seagen acquisition on the future state of market access in oncology, focusing on customer insights and engagement strategies to be used as a roadmap for the company's post-acquisition integration.

GSK, Market Access & Pricing Trainee Jan 2023 – Jun 2023 | Istanbul, Türkiye

- Forecasted the business impact of the evolving competitive landscape by analyzing the reimbursement conditions and pricing dynamics of marketed and pipeline products weekly.
- Prepared pricing and reimbursement submissions and coordinated their communication with the MoH and SSI.
- Coordinated business implications of internal drug price changes, including financial forecasting and global price approvals.

Daiichi Sankyo, Market Access & Regulatory Affairs Intern Jun 2022 – Jan 2023 | Istanbul, Türkiye

- Supported the strategy and operations of the Market Access, Pricing, Regulatory Affairs and Quality functions, leading to a 25% increase in allocatable workload to be distributed throughout the department.
- Performed a market research analysis of the competitive landscape's pricing, reimbursement and regulatory dynamics that guided the launch excellence of 3 pipeline products.

AbbVie, Medical Affairs Intern Feb 2022 – Jun 2022 | Istanbul, Türkiye

- Analyzed a daily average of 10 scientific literature aligned with the medico-marketing strategy to answer unmet needs and liaised with relevant stakeholders.
- Developed 15+ promotional and training materials for commercial products and pipeline agents based on the needs of relevant stakeholders.

AbbVie, Regulatory Affairs Intern Jul 2021 – Feb 2022 | Istanbul, Türkiye

- Prepared 10+ crucial submissions (registrations, variations, SPC/PIL updates, renewals, GMP, etc.) to keep the local affiliate within the global strategy goal.

Boehringer Ingelheim, Marketing Intern Mar 2021 – Jun 2021 | Istanbul, Türkiye

- Implemented 3 new promotional materials by analyzing strategies used in similar emerging markets by company affiliates and competitors, leading to an increased customer engagement (click rate) of 7%.
- Optimized distribution and approval processes for promotional materials through automation tools and centralized communication, leading to a 30% reduction in production time while maintaining product quality standards.

🎓 Education

Marmara University, Master's of Pharmacy

Istanbul, Türkiye | CGPA: 3.32

🏢 Organizations

International Pharmaceutical Federation (FIP), Executive

Committee Member of the Industrial Pharmacy Section (IPS)

Nov 2023 – Present

🗨 Languages

English (Native) | Turkish (Native)

🏆 Achievements

Novartis 12th BioCamp 2022 (Hackathon Competition),

Winning Team Member

Sep 2022