

International Pharma & Industrial Executive · Former CEO, Infamed Group

Manufacturing leadership (300+ staff, €120M+ revenue) · Market entry & IP across EU, CIS, Asia and MENA

Vienna, Austria · EU permanent resident · evgorokhov@gmail.com · evgeny-gorokhov.com · linkedin.com/in/evgeny-gorokhov-3a02003

Available from October 2026 · Interim mandates or permanent executive role · Vienna-based, available for international travel

EXECUTIVE PROFILE

Senior executive with 25+ years at the intersection of **international business, law and industrial operations**. As Managing Director of Megainpharm GmbH (Vienna, 2010–2025) and CEO of Infamed Group (2023–2024), led a pharmaceutical group with **€120M+ revenue, 300+ manufacturing staff, a €35M+ investment programme and 17+ products registered in 27 countries**. PhD in Civil Law with a focus on international law and IP; managed a **multi-country patent and trademark portfolio** (India, Japan, South Korea, Vietnam, Brazil, EU, CIS) and cross-border transactions of **€10–170M**. Hands-on with market entry in **India**, regulatory dialogue in **MENA** (Egypt), API and component sourcing from **India and China**, and regulatory and GMP interfaces.

International markets: EU · CIS · India · East Asia · MENA	Law, IP & governance: PhD Civil Law · patents · M&A	Large-scale operations: GMP plants · CAPEX · supply chain
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KEY ACHIEVEMENTS

- As Group CEO: Infamed Group revenue exceeded **€120M in 2024**, profit **+17%** vs 2023; supported the **group's sale in 2025**.
- Led pharmaceutical manufacturing with **300+ employees** and oversaw an industrial park with **500+ professionals**.
- Delivered a **€35M+ capital investment programme**: API manufacturing, sterile units and a GDP warehouse.
- Registered **17+ pharmaceutical products in 27 countries**; led **9+ successful GMP/GDP inspections** carried out by both national and international regulatory authorities.
- Structured and supervised **M&A and corporate-development transactions of €10M–170M**.
- Managed a **PCT patent family with national phases in India, Japan, South Korea, Vietnam, Brazil and Europe**, plus a Madrid-system trademark portfolio across 8 countries of Central Asia, the Caucasus and the CIS.
- Ran purchasing for **27 manufacturing sites** in Europe and Eurasia (Retal Industries, group turnover **~USD 3.5B**).

INTERNATIONAL MARKET EXPERIENCE

India	Market-entry plan for the antiseptic Miramistin with an Indian consultant (2020); marketing-authorisation application filed with the Indian regulator and search for Indian contract manufacturers (2021); licensing talks with Sentiss on ophthalmic drops (2024); maintenance of the Indian patent.
China & India sourcing	Supplier audits in China (2018: Shanghai, Zhangzhou, Wuhan, Ningbo): spray-pump makers Stone and Bona, a sterilisation centre, a mould maker; talks with Sinocare on supplying its glucose meters to EAEU markets. Approval-level oversight of API sourcing from Indian and Chinese manufacturers and of packaging-component supply from China (Infamed K, 2023–2024).
East & Southeast Asia	Patent protection in Japan, South Korea and Vietnam; extension of the OKOMISTIN trademark to Vietnam (2024); involvement in a joint-venture project with Nepes (South Korea) for catheters; registration and launch in Thailand of a medical device under a separate brand (same active principle as Miramistin).
MENA	Meetings with the Egyptian Ministry of Health in Cairo as Managing Director of Megainpharm (2019) on mutual recognition of clinical and preclinical study results between the EU, MENA and Russia; one study accepted into the dossier portfolio for future registration in Egypt. Current advisory mandates in Jordan and the United Arab Emirates (confidential).
Petrochemicals, Asia	PX–PTA–PET licensor selection (Uniplast Trading, 2007): visits with UOP and Axens to Reliance plants in India (Mumbai, Hazira, Jamnagar), a CCR unit near Seoul and PX/PTA/PET plants in China (Ningbo, Changzhou). Axens (France) chosen as PX licensor; unit planned at the Nadvirna refinery, Ukraine.
CIS & EAEU	OKOMISTIN trademark protection in Kazakhstan, Kyrgyzstan, Georgia, Uzbekistan, Armenia, Azerbaijan, Tajikistan and Turkmenistan; Board member, ISPE Eurasian Affiliate (2021–2022).

PROFESSIONAL EXPERIENCE

- Independent Executive & Advisor · Vienna

2025 – present

 - Advisory on pharmaceutical market entry, localisation, IP and manufacturing; confidential mandates incl. pharmaceutical localisation in Jordan and coordination with Mashreq Bank (UAE).
- Co-founder & Co-owner, Appliner · Moscow / Dubai · no-code/low-code/AI platform for enterprise apps

12/2021 – present

 - Co-founded the company (38 staff, turnover ~€7M); strategy and corporate development.
- CEO, Infamed Group · Vienna / international · Megainpharm GmbH was part of the group

06/2023 – 12/2024

 - Led the whole group: group revenue above €120M in 2024 (profit +17% vs 2023); manufacturing with 300+ staff and an industrial park with 500+ professionals.
 - Led investment projects (API plant, sterile units, GDP warehouse) within a €35M+ programme; led interactions with authorities during 9+ GMP/GDP inspections.
- Managing Director, Megainpharm GmbH · Vienna / international

01/2010 – 02/2025

 - Directed international pharmaceutical operations: regulatory affairs, IP protection, drug registration, clinical-development oversight and contract manufacturing.
 - Owned the international patent and trademark portfolio and cross-border licensing; led regulatory dialogue abroad, incl. the Egyptian Ministry of Health (2019); supported the successful sale of the group in 2025.
- Mashcenter / Mega-Plastik Group · Russia · CEE · Austria · concurrent roles within one group

1999 – 2010

 - Mashcenter LLC**, Commercial Director (1999–2010): procurement of raw materials and equipment (purchasing budget ~USD 10M p.a., 2 direct reports) for a business of ~USD 250M annual turnover; led M&A execution.
 - Mega-Plastik GmbH**, Deputy Director (2001–2010, company since liquidated): international procurement and distribution in Central and Eastern Europe; refinery reconstruction.
 - Packaging business (PET preforms, closures, PET/HDPE, 2000–2005): business trips to Europe, South Korea, Japan, Australia.
- Director of Purchasing, Retal Industries Ltd · separate group, incl. Uniplast Trading · concurrent role

2005 – 2008

 - Purchasing for 27 manufacturing sites in Europe, Russia, Ukraine and Kazakhstan (group turnover ~USD 3.5B).
 - Uniplast Trading** (2007–2008): licensor selection for a PX–PTA–PET project; project manager for the Ukrainian shareholders (beverage brand Biola) in a greenfield alpine-water bottling project with the Habsburg family in the Koralpe, Styria/Carinthia border region, Austria (19 km pipeline, JV and business plan); frozen in the 2008 crisis.

SELECTED PROJECTS

- Sale of Khimmashbank to Oleg Tinkov (2006)**: prepared the sale of an 84.72% controlling stake and personally signed the deal with Oleg Tinkov (SPA, warranties, approvals, closing). Tinkov built Tinkoff Credit Systems on the bank, today T-Bank, one of Russia's systemically important banks.
- ECOBALTIC 2 pharma park**: masterplan, shared infrastructure and manufacturing portfolio for an export-oriented pharmaceutical cluster, including a GDP warehouse and a new solutions plant.
- API manufacturing platform**: ICH Q7/GMP, technology transfer, design qualification, equipment and automation.

EDUCATION

- 2020–2023

Executive MBA (2021–2023); Digital Transformation, CDTO (2020–2021) · SKOLKOVO School of Management
- 2006

PhD in Civil Law (Candidate of Legal Sciences) · Moscow University for the Humanities
- 2003

Law & Economics · University of Vienna
- 1998–2003

Specialist diploma in Civil Law · Lomonosov Moscow State University

LANGUAGES

Russian (native) · English (C2) · German (C1)

PUBLICATIONS & SPEAKING

- Co-author (one of three authors; translation and adaptation to the Kaliningrad region) of two books in Russian: *West Berlin: Walls Are No Barrier. The Experience of Development in Isolation* (2016) and its sequel *West Berlin. Walls Are No Barrier. Economic Reforms in Reunified Germany* (2022).
- Speaker at CMT PET industry conferences in Vilnius and Moscow.