



# Olusola Solarin

*Senior Executive offering 30+ years of experience leading complex commercial projects and regulatory affairs management for pharmaceuticals, food and cosmetics in sub-Saharan Africa*

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## Core Competencies

- Strategy & Execution
- Networking & Partnerships
- Government & Regulatory Affairs
- Entrepreneurship
- Complex Multiple Stakeholder Management
- Project Management
- Cross Functional, Multicultural Team Management
- Research & Analytics
- Market & Customer Insights
- Pharmaceutical Product Regulation and Development
- Organizational & Talent Development
- Communication Skills

## Career Chronology

**President**, International Federation of Pharmacists (FIP), Industrial Pharmacy Section (IPS), the Hague, Netherlands January 2021-To Date

**Vice President**: Industrial Pharmacy Section of the International Pharmaceutical Federation at the Hague, Netherlands 2014-2020

**Managing Partner**: Savante Consulting Limited, 2002 – To Date

**Managing Director**: Coriander Resources Limited/Savante Healthcare Ltd 2004-2012

**Commercial Manager, Nigeria**: GSK Nigeria Ltd (Glaxo Smithkline), 1989-1999

## Career Profile

Sola is an experienced leader, entrepreneur, and investor with deep experience in delivering complex commercial projects including market analytics and insights, commercial strategy, product development, market authorization/entry, and regulatory affairs management amongst others.

He has built extensive global and local partnerships in pharmaceutical, manufacturing, regulatory spaces, and demonstrated his ability to manage complex stakeholders, and lead collaborative deal-making to achieve significant market impact including over 300 new products certified and launched into new markets.

Sola has led strategy, product development, marketing, and sales in pharmaceuticals for global brands and directed reputable consulting firms focused on serving investors, companies, and key players in the pharmaceutical industry, generating \$15m per annum in sales over the last 10 years.

He is also currently President of the International Federation of Pharmacists (FIP), Industrial Pharmacy Section (IPS), an organization that represents the interest of 4 million pharmacists globally, the IPS caters to the affairs of pharmacists who work in industry and performs roles in Production, Quality Assurance and Regulation of pharmaceuticals and medical devices.

## Executive Highlights

- **Creating and executing complex commercial strategy and initiatives**: As a part of his consulting practice, Sola has served over 15 companies in the past 10 years providing insights and strategy based on market intelligence and his understanding of key markets (Nigeria, South Africa, Kenya) for multinational pharmaceutical brands and manufacturers entering new markets. This also entailed managing regulatory affairs, and coordinating between brand and manufacturing operations across the middle east, Asia and Africa, leading to successful market entry with sales valued roughly at about \$15m per annum.
- **Developing and managing complex market partnerships with pharmaceutical developers and/or manufacturers**: As Managing Director at Coriander Resources Ltd, developed finished pharmaceutical products through creating and managing partnerships between service providers in India, Raw material providers in China, and Manufacturers in Nigeria as well as dealing with distributors and government agencies for the purposes of commercial execution and sales. The outcomes delivered here were the successful development and delivery of 4 new pharmaceutical products to the Nigerian market. One of these products is a Sexual and Reproductive Health product for sexual infections in female genitalia.

## Education

[Institute of Graduate Management Education, \(IESE\) University of Navarra, Barcelona, Spain](#)

Masters in Business Administration (MBA)

[Obafemi Awolowo University, Ile-Ife., Osun State, Nigeria](#)

Bachelor of Pharmacy (Second Class, Upper Division) B.Pharm

## Awards

[Fellow, International Pharmaceutical Federation. \(FFIP\)](#)

## Professional Memberships

[Member of Pharmaceutical Society of Nigeria](#)

[National Chairman \(2003-2005\) of Nigeria Association of Industrial Pharmacists](#)  
2003 - 2005

[Member, Board of Trustees , Nigeria Association of Industrial Pharmacists](#)  
July 2021 till date

[Lagos Business School Alumni Association](#)

## Executive Highlights Contd.

- **Government and Regulatory Affairs Management:** Developed a strong reputation and track record of success certifying and introducing products into emerging markets with extensive networks with government and regulatory bodies such as NAFDAC (Nigeria), Pharmacists Council of Nigeria, Kenya Pharmacy and Poisons Board, FDA (USA) AND European Medicines Agency, Medicines Agencies in South Korea, India and Egypt (through Affiliates) with over 300 products certified in the last 10 years.
- **Leadership of diverse local and global teams:** An extensive track record of recruiting, managing, and developing diverse global teams, with 10 years as Business head of OTC/Generics Division at Glaxo Smithkline Nigeria responsible for product development, marketing and sales, and managing cross-functional teams of talent at various levels providing Human Resources, Procurement, Engineering Projects, Logistics and Site Services.
- Has since led teams in consulting and manufacturing as well as provided leadership at the executive level for peers as President of the Industrial Pharmacy Section of the International Pharmaceutical Federation.
- **Organizational & Talent Development:** Currently driving the talent development initiative at FIP to align training curricula for pharmaceutical professionals with business and market realities such as the impact of technology and changing talent needs.
- Through working groups and the Executive Committee at the FIP they have engaged with leaders of Human Resources as well as CEOs of pharmaceutical companies globally to elicit their current and future skills and talent needs and are working to publish the research findings in a reputable journal for credibility and will engage with trainers and curriculum developers to create a curriculum to fit the needs of the industry and then execute a global push to universities and technical training institutions to adopt these changes for better equipped global professional pharmaceutical talent.