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THIS IS MY SANOFI. DISCOVER YOURS.



IN A CONVERSATION WITH MR. EMIN TURAN GENERAL MANAGER OF GENERAL MEDICINES COUNTRY LEAD FOR INDOCHINA

Newly appointed as a General Manager of the General Medicines and Country Lead for Indochina, Mr. Emin Turan cannot be more excited about the new journey. Let's join us in a short conversation with Emin to understand more about him.

WHAT BROUGHT YOU TO ASIA?

Indochina is a geography I like very much. I had an opportunity to visit both Vietnam and Cambodia with my family few years ago and whole-heartedly, we truly loved the countries and people here. Vietnam, with its large population, vibrant economy and talented people, offers great business potentials. More than that, Sanofi has a very significant footprint in this country with more than 60 years of presence and all its effort in contributing to healthcare industry, medical community and empowering life of Vietnamese people. These factors really inspired me to take the decision to move to this region.

WAS IT A DIFFICULT DECISION TO MAKE?

It is not a difficult but a bold decision for me this time. Why? It is because I am moving to Vietnam with my wife and younger son while my older son is staying back in Turkey. Secondly, I have been working in vaccines business for 20 years, albeit having been involved in all facets of the business during the same period thanks to my roles in different committees and country councils. When moving to General Medicine which is a business unit that takes me back to my origins in the pharma industry from many years ago. Obviously, there are new knowledge that I will need to catch up on. However, via all good news and achievement which I have heard about Vietnam and this affiliate, I strongly believe that the future holds many exciting opportunities and challenges for me as well as for Sanofi.

WHAT IS YOUR FEELING?

Honestly, it is a mixed feeling. While I will miss my older son in Turkey, I and my family are ready to embark on this new exciting journey in Vietnam and with the welcoming teams here. As a direct and proactive person, coming to Vietnam where people are friendly, easy-going and kind, I feel confident that I will adapt easily to this new and welcoming culture.

27 YEARS IN PHARMA INDUSTRY ESPECIALLY IN VACCINES BUSINESS, WHAT CAN YOU SAY ABOUT YOUR PAST JOURNEY?

When I look back, I realize that how long it was for me in Pharma/Vaccines industry. It is indeed a journey of resilience, learning and courage. During this time, I have been fortunately involved in many aspects of business from regulatory affairs, to medical, to marketing, to sales, to managing franchise and to general management, and I have had so many opportunities to lead the talented teams from many different cultures in different parts of the world. Moreover, I also had many exchanges with external stakeholders, be them authorities, experts, medical practitioners, media and patients. The more I work and connect with people, the more I love my job which allows me to create positive impacts on public health and to the community on a large scale.

HOW WOULD YOUR FIRST 90 DAYS LOOK LIKE?

At first, we will be very busy for settling down in a new country and hopefully with great support from the teams here, we can make it very quickly so that I can quickly get on the new role and provide my support to the teams here.

Besides getting to know more about the teams, my prioritizes for the first 90 days will be understanding more business model of General Medicines in Indochina, key projects of Sanofi Vietnam, our priorities as well as challenges at this time.

I will strive to have as many fruitful discussions with my colleagues and external stakeholders as possible. If the situation post-COVID 19 allows, I want to be on the road with the salesforce teams to understand more about the market and its needs.

Last but not least, building an environment where Vietnamese colleagues can bring the best version of themselves and feel they are given the same chance to succeed will be a key success factor. This is a continuous journey, in which everyone will have a role to play. As a Country Lead, I will work with the teams for carrying on our focus on culture and behaviors and bring out the best in everyone with One-Sanofi concept.

WHILE IN VIETNAM, WHAT DO YOU DO WHEN YOU ARE NOT WORKING?

I love photographing lively objects and playing sports at weekend. So, I hope I and my family can travel to the many famous destinations in Vietnam while we are here. We look very much forward to exploring the captivating beauty of Hanoi, Mekong Delta, Halong Bay and to interact with the local people and communities there.

