

HEALTHCARE MARKETING DR. UMBACH & PARTNER

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Training + Consulting



Günter Umbach, M.D., helps marketing professionals in healthcare companies grow revenue and strengthen their market position. They benefit from his extensive experience as a product manager, medical director, marketing director and global team leader in the research and generic pharmaceutical industries.

Under Dr. Umbach's leadership, a major cardiovascular brand achieved record sales of more than one billion euros - a "superb job", according to the *Financial Times*.

His clients in eleven countries include Fortune Global 500 companies such as BayerSchering, Fresenius, Genzyme, GlaxoSmithKline, Merck, Pfizer, Novartis, Sanofi-Pasteur-MSD and Wyeth.

He is a member of the Institute of Management Consultants USA, the faculty of Management Centre Europe in Brussels, and the *Business Coaching* and *Consultants* professional expert groups of the American National Speakers Association.

Dr. Umbach is a board-certified gynecologist, a former research fellow at the University of Texas and a guest lecturer at three universities.

His many articles and recent book illustrate how to win in the healthcare business. For free tips, ideas and additional information, visit www.umbachpartner.com