

Curriculum vitae (CV)

Personal information	
First name, last name	<u>Ugis Kletnieks</u>
Birth data	<u>19.08.1962</u>
Education	
1998-2001, Riga International College of Economics and Business Administration, MBA, ISCED - 750	
1986-1987, Riga Medical Institute faculty of postgraduate education, Internist, ISCED - 650	
1980-1986, Riga Medical Institute faculty of general medicine, Medical Doctor, ISCED – 750	
Current employment	
<p>2015 – present, <i>Director of strategic planning and development, Silv EXPO, SIA</i></p> <ul style="list-style-type: none"> - Responsibilities: Project management, including new product development, its commercialisation and patenting. Search for active compounds from nature (especially from Latvia's region) and their potential usage in medicine or cosmetics. Development of manufacturing processes for the creation of new products. 	
Previous employment	
<p>2008-2015, <i>Head of the R&D department, Silvanols, SIA</i></p> <ul style="list-style-type: none"> - Responsibilities: Develop and design new products - Main achievements: Development of Faringo spray, which received Innovation & Export prize 2011, and Astmosil, which received Innovation & Export prize 2015 Turnover 4 million euro in 2015 <p>2005-2008, <i>Trainer, Quinta</i></p> <ul style="list-style-type: none"> - Responsibilities: Prepare, organize and hold training seminars for pharmaceutical business – Communication and presentation skills; Selling in pharmaceutical business; Time management in pharmaceutical business; Product management in pharmaceutical business. <p>2002-2004, <i>Marketing Manager, Pliva Latvia</i></p> <ul style="list-style-type: none"> - Subordinates: key account manager, 6 sales representatives, administrative assistant - Main achievements: Pliva ranking in IMS data from 33 to 28. - Sumamed – from 4th position in macrolide market to 1st in IIIQ2004. Turnover from 1 200 000 to 1 700 000 in year 2004. <p>1998-2002, <i>Product Manager, Boehringer Ingelheim GmbH</i></p> <ul style="list-style-type: none"> - Responsibilities: Sales and cost of promotional plan for products, supported with product marketing complex, contacts with key opinion leaders - Main achievements: Successful Movalis launch, Movalis market share in M01 12%, turnover 350 000 Euro per year, 2nd largest market share of respiratory products (beta 2 agonists and corticosteroids) <p>1993-1995, <i>Head of Medical information group, Marketing Department, Grindex</i></p> <ul style="list-style-type: none"> - Responsibilities: Sales and cost of promotional plan for products, supported with product marketing complex, contacts with key opinion leaders. Co-ordinate the process of recruitment, training, coaching and developing sales force. - Main achievements: 1st pharmaceutical company in Latvia, which established sales representatives' team, launch of lot of new products (Mildronate, Atenololum, Nifedipinum, Riodipinume.t.c.) <p>1987-1994, <i>Researcher, Institute of Organic Synthesis of Latvia</i></p>	

1987-1993, Internist, Riga Red Cross Hospital

Research experience

Scientific projects:

1. P29 "The conifer isoprene alcohol biological activity studies in pathology models". According to the Agreement No. L-KC-11-0001, concluded on 05.04.2011. between Limited Liability Company „Pharma and Chemistry Competence Centre of Latvia” and Government Agency „Investment and Development Agency of Latvia” is financed through the project „Pharma and Chemistry Competence Centre of Latvia” (2013-2015)
2. P37 "Study on the Baltic origin plant and berry bioactive substances and their effects on the body's oxidative capacity". According to the Agreement No. L-KC-11-0001, concluded on 05.04.2011. between Limited Liability Company „Pharma and Chemistry Competence Centre of Latvia” and Government Agency „Investment and Development Agency of Latvia” is financed through the project „Pharma and Chemistry Competence Centre of Latvia”

Publications :

3. Jansone, B., Dzirkale, Z., Jekabsons, K., Pilipenko, V., Beitnere, U., Magure, I., Skumbins, R., Kletnieks, U., Vanaga, I., Muceniece, R., Klusa, V. (2016). Spruce needle polyphenols protect against atorvastatin-induced muscle weakness and do not influence central nervous system functions in rats. Proc. Latv. Acad. Sci., B Nat. exact appl. sci., 70 (1), 20 – 30.
[[https://www.degruyter.com/dg/viewarticle.fullcontentlink:pdfeventlink/\\$002fj\\$002fprolas.2016.70.issue-1\\$002fprolas-2016-0003\\$002fprolas-2016-0003.pdf/prolas-2016-0003.pdf?t:ac=j\\$002fprolas.2016.70.issue-1\\$002fprolas-2016-0003\\$002fprolas-2016-0003.xml](https://www.degruyter.com/dg/viewarticle.fullcontentlink:pdfeventlink/$002fj$002fprolas.2016.70.issue-1$002fprolas-2016-0003$002fprolas-2016-0003.pdf/prolas-2016-0003.pdf?t:ac=j$002fprolas.2016.70.issue-1$002fprolas-2016-0003$002fprolas-2016-0003.xml)]
4. Baiba Jansone, Zane Dzirkale, Kaspars Jekabsons, Vladimirs Pilipenko, Ulrika Beitnere, Raimonds Skumbins, Karlis Kletnieks, Ilona Vanaga, Ruta Muceniece, Vija Klusa (IUPHAR 2015). Polyphenols isolated from *Picea abies* L. Spruce needles influence atorvastatin-mediated muscle strength weakness in *Wistar* female rats. *Chin. J. Pharmacol. Toxicol*, 29 (1), 113.
5. Ance Dandena, Ieva Leimane and Uģis Klētņieks (2012). Validation of Monomeric Anthocyanin Determination Method for Bilberry Juice and Marc Extracts. *Journal of Life Sciences* 6 (2012) 1378 – 1382. [<http://www.davidpublishing.com/davidpublishing/upfile/3/14/2013/2013031467647329.pdf>]

Patents:

1. I. Vanaga, U. Kletnieks. Nutritional supplement for heart health. Latvian Patent No. LV 15057 B. A23L1/30, A23L1/302, A61K36/13, A61K36/55. 20.12.2015.
2. U. Klētņieks, U. Zariņš, A. Rozenbergs, A. Ērglis, I. Mintāle, L. Ivanova. Cholesterol-lowering dietary supplement. Latvian Patent No. LV 14678 B. A61K36/55, A61K36/87, A61K31/05, A61K33/00. 20.08.2013.

Conferences:

1. I. Vanaga, I. Nakurte, K. Jekabsons, R. Muceniece, B. Jansone, V. Klusa, G. Latkovskis, V. Saripo, K. Kletnieks, U. Kletnieks. Advances in research of polyphenol chemistry and biological activity. 6th Global Summit on Medicinal and Aromatic Plants, Riga, May 23-26, 2016, 18.
2. A. Skesters, A. Silova, I. Vanaga, U. Kletnieks, A. Sitovs, I. Nokalna, N. Boks, K. Kletnieks.

The effect of natural antioxidants on oxidative stress markers in rats.

6th Global Summit on Medicinal and Aromatic Plants, Riga, May 23-26, 2016, 19.

3. I. Nokaļna, A. Silova, A. Šķesters, I. Vanaga, U. Klētnieks, K. Klētnieks, A. Korica, A. Šitovs. Antioxidative potential and ability to bind free radicals of seabuckthorn (*Hippophae rhamnoides* L.) shoots' extract bioactive substances *in vitro*. *RSU Scientific Conference*, Riga, March 17-18, 2016, 29.
4. Ilona Vanaga, Ilva Nakurte, Ewa Swieżewska, Ausma Korica, Ugis Kletnieks, Ruta Muceniece. Separation of polyphenols isolated from *Picea abies* L. Spruce needles by ultra-performance-liquid-chromatography-time of flight mass spectrometry. *7th EU FP project Innovabalt and Latvian institute of organic synthesis*, Riga, August 27 – 29, 2015, OP53, 73.

Participation in scientific bodies

Member of the Latvian Pharmacological Society International Union of Pharmacology

Charter member of Latvian Generic Medicines association