

Sara Vinciguerra

☎ +39 335 487731 | +39 338 8580945

✉ saravinciguerra1210@gmail.com

🌐 LinkedIn: <https://www.linkedin.com/in/sara-vinciguerra-9748ab10/>

Personal Statement

Experienced Health Policy Manager and Institutional Communication expert with over 20 years of experience in both public institutions and private companies. Strong strategic thinking, decision-making, and tactical skills to develop policies and strategies. Proven ability to coordinate internal teams and manage institutional stakeholders. Legal background.

Work Experience

Head of Corporate Affairs, Italy

Boehringer Ingelheim – Milan/Rome | 2020 – Present

- Direct report to the Boehringer Italy President and member of the Board of Directors.
- Responsible for internal and external communication and government affairs.
- Member of the Global Extended Corporate Affairs Leadership Team, Local Compliance Committee, and Local Crisis Leadership Team.
- Leading a team of 6 professionals.

Head of Government Affairs

Roche Italy – Milan/Rome | 2016 – 2020

- Developed and managed relationships with Parliament, Government, Trade Associations, Embassies, and the Vatican.
- Enhanced company credibility and ensured strategic institutional alignment.
- Defined institutional strategy and handled crisis management.
- Monitored legislative and regulatory policies impacting business.
- Led the 'One Roche' project, aligning Pharma, Diabetes, and Diagnostics institutional positioning.

Communication Consultant

Ministry of Labor – Rome | 2015 – 2018

- Appointed by the Minister.
- Planned and executed promotional campaigns to improve Third sector awareness.
- Organized public events involving high-profile stakeholders.

Head of Institutional Affairs & Patient Advocacy

Sanofi – Milan/Rome | 2007 – 2016

- Developed institutional strategies in alignment with corporate goals.
- Built and managed relationships with patient associations to raise awareness on key health issues.
- Monitored healthcare policies and regulatory developments impacting business.

Legislative Consultant

Italian Parliament – Rome | 2004 – 2015

- Provided legislative consultancy to Senators and Deputies, particularly in the Health, Labor, and Finance Committees.
- Drafted laws, amendments, and legislative and no legislative acts.
- Organized press conferences, institutional events, and electoral campaigns.
- Managed a team of 3 professionals from 2007.

Legal Consultant

Rome, Padua, L'Aquila | 2006 – 2009

- Evaluated Applied Research Project proposals for the Abruzzo Region.
- Managed the 'Green Line Smoke SOS' program for the Italian League for the Fight Against Cancer (LILT).

Education & Training

- Coach Course – 2024 - ongoing
- Economic and Health Processes, Drug Policies – Luiss Business School, 2015
- Training in Communications & Institutional Relations – Reti Consultant Agency, 2010
- Training in Legislative Drafting & Policy Tools – Senate of the Italian Republic, 2005-2008
- Specialization in Legal Professions – Sapienza University, 2001-2003
- Notary School – Anselmo Anselmi, 2001-2002
- Law Degree – University of Urbino, 2001

Key Skills

- Strategic Thinking – Expertise in defining corporate and institutional strategies.
- Public Affairs & Advocacy – Strong experience in managing institutional relations.
- Corporate and Institutional Communications – Skilled in both internal and external communication.
- Third Sector Communications – Skilled in Third sector advocacy and communication
- Crisis Management – Experienced in handling corporate crises and emergencies.

- Stakeholder Engagement – Building strategic relationships with institutions and associations.
- Legislative & Policy Analysis – Deep understanding of regulatory and legislative processes.

Publications & Teaching

- Co-editor of 'Professione Volontario', published by Rubettino.
- Editor of issue no. 95 'Il valore del tempo nell'orologio della salute' – published by 'L'Arco di Giano'.
- Lecturer at LIUC, LUISS, Bocconi, and Padua Universities on corporate lobbying activities.

Professional Memberships & Leadership

- Co-founder of 'Donne Leader in Sanità'. [Associazione | Donne Leader in Sanità](#)
- Head of Communication at 'Terzjus – Third Sector Foundation'. [Fondazione Terzjus - ETS - terzjus.it](#)
- Honorary President of ELSA Urbino (European Law Students' Association).

Languages

IT Italian – Native

GB English – Intermediate

Hobbies & Interests

 Cinema  Travel  Volunteering

Inspirational Quote

"I've missed more than 9000 shots in my career. I've lost almost 300 games. 26 times, I've been trusted to take the game-winning shot and missed. I've failed over and over and over again in my life. And that is why I succeed." – Michael Jordan