

DELIA MIHAILA

PERSONAL DATA

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Email: mizdelia@yahoo.com

Date of birth: 6th June 1975

Nationality: Romanian

Marital status: Married

Languages: English, Spanish (fluent), French (good), German (B2 level),
Romanian (native)

Swiss Work Permit: B (valid until 30.06.2021)



PROFFESIONAL EXPERIENCE

May 2019 - present

Multidisciplinary Digital Publishing Institute (MDPI AG), Basel, Switzerland
Chief Executive Officer

- Overall responsibility for representing the company, driving the internal and external strategy, policy and decision-making process, and ensuring the sustainable growth of the company.

During the second term I focused on the organic expansion of the business: in terms of number of journals (especially expanding the partnerships with scholarly societies), number of employees and international offices (new offices opened in 5 new countries on 3 continents), as well as continuous structuring of the organization to fit the remarkable exponential growth of the company (approx. 60% growth per year on average). MDPI also acted as a driver of the open access movement worldwide, and I personally acted as an advocate of this model on our new markets as well as in all my interactions with new clients, especially the learned societies. Being a leading open access publisher we also formally set up our Research & Development department to accelerate our innovation activities in scholarly communication.

May 2016 – May 2019

Multidisciplinary Digital Publishing Institute (MDPI AG), Basel, Switzerland
Publishing Director

- Responsible for the overall publishing strategy of the company, ensuring the expansion of the portfolio of publications and setting-up strategic partnerships.

Feb 2015 – Apr 2016

Multidisciplinary Digital Publishing Institute (MDPI AG), Basel, Switzerland
Chief Executive Officer

- Overall responsibility for representing the company, driving the internal and external strategy, policy and decision-making process.

During this term I focused mainly on: improving the editorial practices and the quality of the services provided to the scholars, building up and improving the MDPI brand image,

Nov 2013 – Jan 2015

Multidisciplinary Digital Publishing Institute (MDPI AG), Basel, Switzerland
Publishing Development Manager

- Responsible for developing Open Access journals, improving internal editorial and marketing practices, developing partnerships with learned societies and associations of practitioners, providing coaching and training to internal staff.

Mar 2013 – Nov 2013

Multidisciplinary Digital Publishing Institute (MDPI AG), Basel, Switzerland
Managing Editor

- Responsible for developing and launching Open Access journals and improving

editorial processes.

July 2008 – August 2012

John Wiley & Sons, Inc., Oxford, UK

Journal Publishing Manager

- Overall responsibility for the successful editorial and financial performance of a list of 15-20 journals in the healthcare field by measuring the KPIs (i.e. usage rate, citation rate, circulation) of the publications and researching, agreeing and implementing ideas for developing the content, revenue and profitability of the managed titles.
- Coordinate a publishing team including editors (based in the UK and overseas), subject experts, production editors (based in Asia), marketers, sales executives, editorial assistants and any other colleagues from other departments as needed.
- Propose and agree financial forecasts and make other key financial decisions, related to pricing, budgeting and expenditure for own titles or society owned titles.
- Monitor society contract terms and ensure their successful renewal or renegotiation.
- Initiate, develop and manage the communications projects related to the journals.
- Establish good relations with existing and potential clients (e.g. scientific societies, pharmaceutical companies or associations of healthcare practitioners)
- Monitor the process of setting-up, acquiring, ceasing, merging, selling publications or exploring new publication models for existing titles.
- Maintain a broad overview of developments in journals publishing, particularly electronic publishing, and within own subject areas, suggesting possible innovations for own titles.

October 2007 – April 2008

John Wiley & Sons, Inc., Oxford, UK

Internship during Master's Degree

- The main outcome of this work experience was my Master Thesis consisting of a business report for John Wiley & Sons, Inc., including: market research, proposal and financial forecast for a new list of publications in the area of older people medicine.

October 2005 – August 2007

Target Publishing, Bucharest, Romania

Business Development Manager (part time)

- Develop the publishing business of Target Consulting Group: initiate and design new projects, promote new products such as magazines and books in the medical and psychological field.

May 2002 – August 2007

PHARE Projects of the European Union, Bucharest, Romania

Project Assistant

- Work with the Spanish Pre-Accession Advisor in all aspects of project management by ensuring good communication between the Member State (Spain) team and the Candidate Country (Romania) team, monitoring the implementation of the objectives, facilitating all the communications to stakeholders (through quarterly and annual reports, presentations and press releases), and organizing and attending seminars, conferences, training sessions and study tours.

May 1999 – April 2002

Interact Business Communications, Bucharest, Romania

Language and Communications Trainer

- Deliver Romanian and business English language courses as well as communication skills training to employees of multinational companies such as Unilever, Vodafone, Coca – Cola, KPMG, GSK, Pfizer, Procter & Gamble, Electrolux, Holcim, etc.

EDUCATION

- September 2007 – May 2008
- Oxford Brookes University, Oxford, UK**
- Title: Master in International Publishing
 - Thesis: ‘Strategy Report on Developing a New List of Books in the Field of Old Age Medicine’ for John Wiley & Sons, Inc., UK
- September 1994 – June 1998
- University of Bucharest, Bucharest, Romania**
- Title: Bachelor of Arts in English and Spanish Philology

CONSULTANCY WORK

- June – July 2008
- The Publishers Association, UK**
- Collect and report data on the Romanian publishing market
- February 2012
- Outsell Inc., USA**
- Provide data about the Romanian legal market

OTHER INTERESTS

- Psychology, reading, travelling, music, swimming