

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: C



PROFFESIONAL EXPERIENCE

November 2022 - present	<p>Multidisciplinary Digital Publishing Institute (MDPI AG), Basel, Switzerland <i>Chief Publishing Officer</i></p> <ul style="list-style-type: none">Responsible for the overall publishing strategy of the company, ensuring the expansion of the portfolio of publications and setting-up strategic partnerships, while also representing the company externally.
May 2019 – November 2022	<p>Multidisciplinary Digital Publishing Institute (MDPI AG), Basel, Switzerland <i>Chief Executive Officer</i></p> <ul style="list-style-type: none">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. <p>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 and acquisitions, as well as launching new journals), number of employees and international offices (new offices opened in 5 new countries on 3 continents), as well as continuous restructuring of the organization to fit the remarkable exponential growth of the company (approx. 60% growth per year on average). The company grew 4 times in terms of published articles. During my second term the company also grew from 1'248 employees at the end of 2018 to over 5'700 employees at the end of 2021 and over 6'500 in 2022. 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. Financially, the company was very stable and profitable: with 68 % increase in turnover and a healthy GP%. MDPI is entirely self-sustained and independent, not relying on any loans or external investment.</p>
May 2016 – May 2019	<p>Multidisciplinary Digital Publishing Institute (MDPI AG), Basel, Switzerland <i>Publishing Director</i></p> <ul style="list-style-type: none">Responsible for the overall publishing strategy of the company, ensuring the expansion of the portfolio of publications and setting-up strategic partnerships. During this term I managed to expand the partnerships with societies from 2 collaborations to over 130 collaborations with societies and 12 journals published on behalf of societies.
Feb 2015 – Apr 2016	<p>Multidisciplinary Digital Publishing Institute (MDPI AG), Basel, Switzerland <i>Chief Executive Officer</i></p> <ul style="list-style-type: none">Overall responsibility for representing the company, driving the internal and external strategy, policy and decision-making process. <p>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, started the first offices outside Switzerland and China. The company grew 40% in volume and turnover.</p>

Nov 2013 – Jan 2015	<p>Multidisciplinary Digital Publishing Institute (MDPI AG), Basel, Switzerland <i>Publishing Development Manager</i></p> <ul style="list-style-type: none"> 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	<p>Multidisciplinary Digital Publishing Institute (MDPI AG), Basel, Switzerland <i>Managing Editor</i></p> <ul style="list-style-type: none"> Responsible for developing and launching Open Access journals and improving editorial processes.
July 2008 – August 2012	<p>John Wiley & Sons, Inc., Oxford, UK <i>Journal Publishing Manager</i></p> <ul style="list-style-type: none"> 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	<p>John Wiley & Sons, Inc., Oxford, UK <i>Internship during Master's Degree</i></p> <ul style="list-style-type: none"> 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

KEY SKILLS AND COMPETENCES

- Research, writing and editing skills
- Excellent team-worker and ability to coordinate groups of people
- Perfect adaptability to any multicultural environment
- Project management skills
- Ability to work under stressful circumstances and tight deadlines
- Microsoft Office™ tools (Word™, Excel™ and PowerPoint™); basic knowledge of InDesign and Photoshop programmes (developed during the MA course)

OTHER INTERESTS

- Psychology, reading, travelling, music, swimming