

图说绿叶人

The Illustrated Stories of Luye People

第三期：奔跑吧！绿叶的CMO人

Third Issue: RUN, CMO GUY



栏目介绍

INTRODUCTION



用图像讲述有温度的绿叶人故事.....
The Illustrated Stories of Luye People
Using pictures to tell the touching stories of Luye People

总有这么一群人，他们在聚光灯之外的幕后默默付出，却在散发着微小但强大的光芒，我们希望用图像去捕捉那些有感染力的片段，分享他们的喜怒哀乐的过程中，也许也能找到属于你我自己某个成长瞬间的共鸣。
There is always a group of people who do not work under the spotlights, but carry within them a small but powerful generator of positive energy. With pictures, we want to reproduce their shining moments in work and life and share them with all Luye colleagues who may find resonance in their stories.

尤其在我们美丽的海滨城市，听海风在耳边呼啸而过，身体和灵魂都在放飞。
Especially in our beautiful coastal city, listening to the whistling of the sea breeze makes you feel like your body and soul is flying.



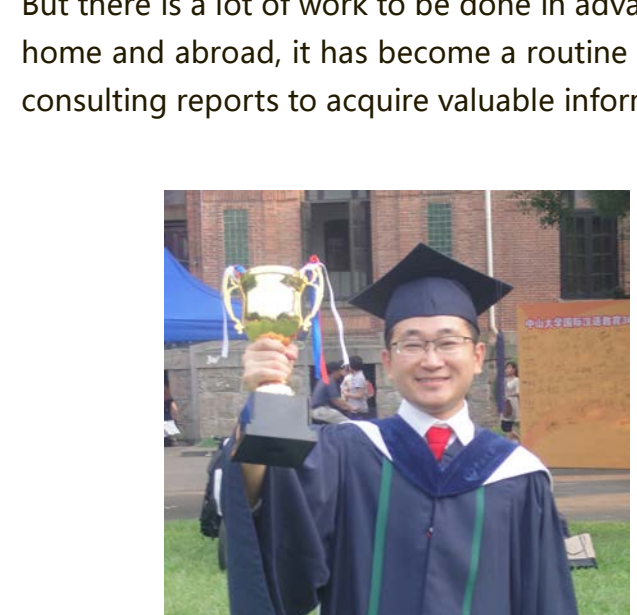
每天早上7:00，马乐伟准时出门送女儿上幼儿园。
Ma Lewei sends his daughter to kindergarten at 7:00 a.m. every morning.

作为两个孩子的父亲，马乐伟能够深刻体会孕育付出的艰辛和陪伴成长的快乐，作为CMO (Contract Manufacturing Organization) 项目管理部的一员，他也有同样的感受，不同的角色转换却时常带来相似的体验。
As the father of two children, Ma Lewei can understand the hardships of parenting and the joy of companionship. Ma Lewei is also cared for the CMO (Contract Manufacturing Organization) project, of which he also has a deep understanding. These two different roles often bring about the same challenges.



部门每周的例会定期召开，CMO团队在分享项目情况。
At the weekly department meetings, the CMO team is discussing the project.

送完孩子，马乐伟匆匆赶往单位开始了忙碌的一天，他服务于CMO管理部，随着公司国际化战略的深度布局和快速推进，通过优质的药品代加工的外部合作方式，将各地相对成熟的产业链嫁接到全球先进的供应链上，成为一个日益迫切的战略需求。
After sending the children to school, Ma Lewei rushes to office to start a busy day. He serves the CMO Management Department. With the comprehensive strategic plan and the rapid advancement of the Luye's internationalization, it is increasingly important to strategically graft relatively mature industrial chains, into the global advanced supply chain, through external partnership such as a high-quality CMO.



项目组与CMO公司正在进行电话会议。
The project team is having a tele-conference with the CMO company.



马乐伟经常开车往返于办公室和研发中心及产业园之间。
Ma Lewei often drives between his office and the R&D center located in the Industrial Park.

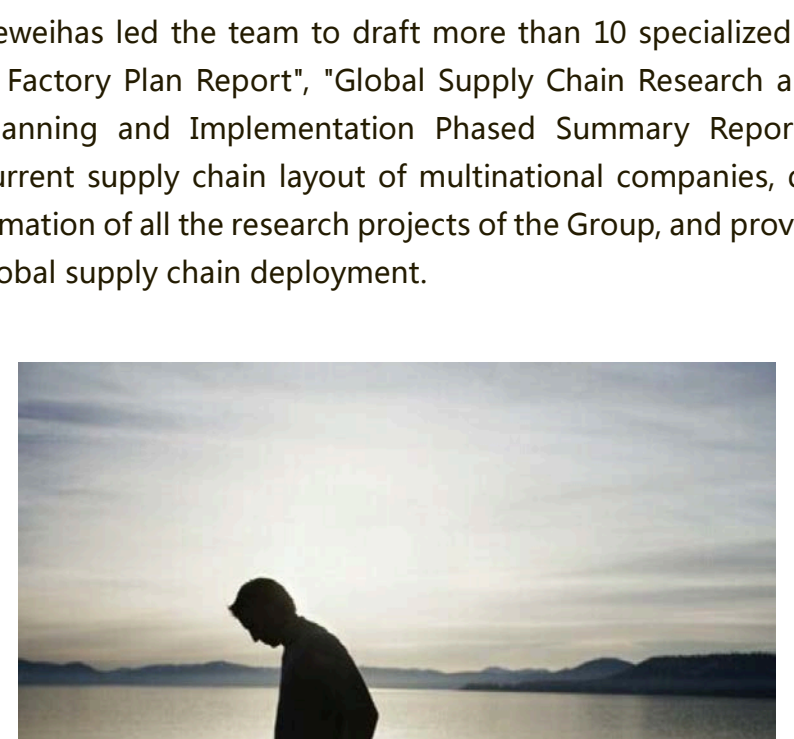
从确定项目需求，完成商务洽谈，开始技术转移，跟踪项目进度，直至完成整个项目的最后一个环节，马乐伟都需要跟踪和管理，这个年轻精干的部门忙碌运转着。
Running a CMO project has multiple stages: identification of project needs, business negotiations, technology transfer, tracking of project progress, and the completion of the entire project. Equipped with young and highly productive team, his department is busy dealing with every detail of the CMO project.

跟往年一样，今年烟台冬天的雪也特别大，这次的例会涉及跟研发中心的工作沟通，马乐伟开车从烟台莱山区办公室赶往高新区的研发中心，平时15分钟的车程，今天他用了半个多小时。
As in previous years, the snow in Yantai is very big this winter. Today's regular meeting involved communication with the R&D center. It normally takes Ma Lewei 15 minutes to drive from the Laishan District Office in Yantai to the R&D center of the High-tech Zone. Today, because of the snow, it took more than half an hour.



会前与实验人员沟通。
Communication with Lab Staff before the Meeting

马乐伟习惯早做准备，提前到与实验人员沟通项目，了解最新进展并做好预案，确保对项目推进起到事半功倍的效果，这个工作习惯是从他的领导资深副总裁薛云丽那里学来的，薛云丽睿智进取行事风格正潜移默化地影响着整个团队。
Ma Lewei is very good at pre-planning. He often communicates with the lab staff in advance to track the latest project update to improve work efficiency and promote project progress. He acquired this work habit from his boss XueYunli, Senior Vice President of the company. XueYunli's visionary and enterprising style is affecting the entire team.

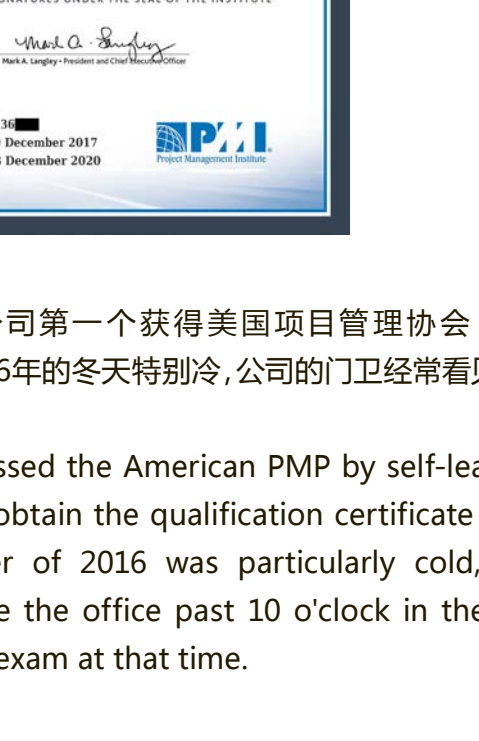


马乐伟经常需要进行合同条款洽谈沟通。
A lot of contract details need to be discussed every day.

马乐伟的工具比较简单，一部电话加一台电脑，可以完成大部分工作，但是台下没有少下功夫，为了积累国内外CMO信息，与小伙伴们一起阅读成千上万的咨询报告，梳理有价值的资源信息成了他的另一日常。
Ma Lewei's tools are relatively simple—a phone and a computer can handle most of the work. But there is a lot of work to be done in advance. In order to accumulate CMO information at home and abroad, it has become a routine for him and his colleagues to read thousands of consulting reports to acquire valuable information.



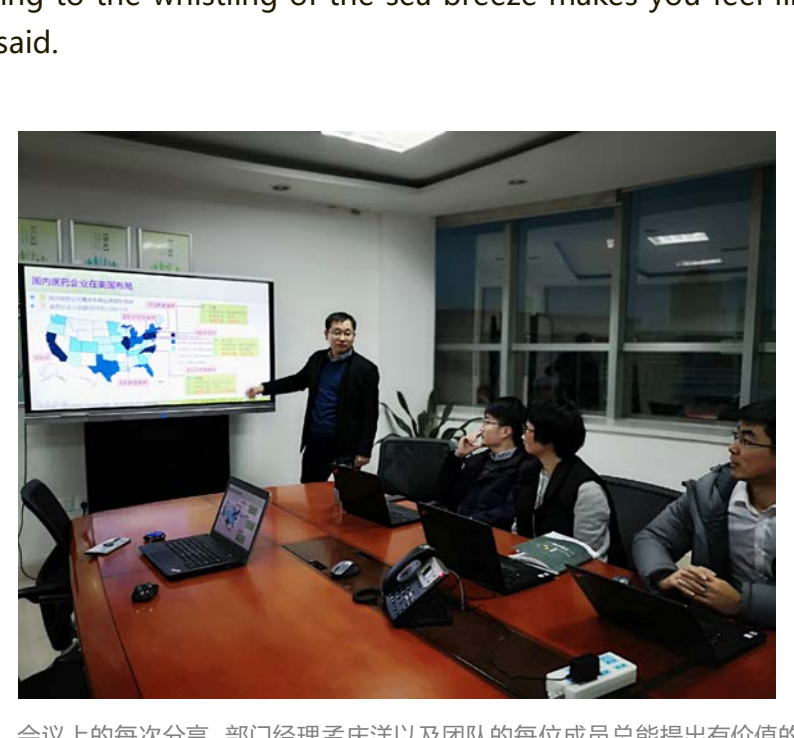
在中山大学求学的马乐伟。
Ma Lewei pursued his degree at Sun Yat-Sen University.



每晚10点以后，“台灯、书桌、电脑、资料”是他最好的朋友。
After 10 pm every night, a table lamp, desk, computer, and articles are his best friends.

2011年，马乐伟从中山大学研究生毕业后，就一头扎进了集团研发中心，梦寐以求地成了一名制剂处方及工艺开发科学家。一副眼镜，一袭白大褂，一副认真严谨的姿态，就是他的日常。
In 2011, after graduating from Sun Yat-Sen University, Ma Lewei joined the group's R&D center and realized his dream of becoming a scientist dedicated to formulations and process development. He always brings a pair of glasses, a white coat, and a rigorous approach to work.

2014年，他主动申请成为新产品开发部的一员，项目立项与BD拓展走进他的工作与生活，他开始接触到大量的前沿技术信息，视野大开。为了跟上节奏，他养成了每晚充电的习惯。
In 2014, he proactively applied for a position in the New Product Development Department, and began to engage in pre-project establishment and business development. He started to understand a lot of cutting-edge technical information, which greatly broadened his horizons. In order to keep up with the work rhythm, he developed the habit of studying every night.



与国内外演讲嘉宾合影留念。
Ma Lewei with Speakers from China and Abroad

马乐伟收获了不少认可，还曾经被国际知名的情报机构Thomson Reuters邀请做行业报告演讲。
Ma Lewei has received a lot of recognition, and he was once invited by the internationally renowned information and intelligence agency Thomson Reuters to give a speech on industry development.

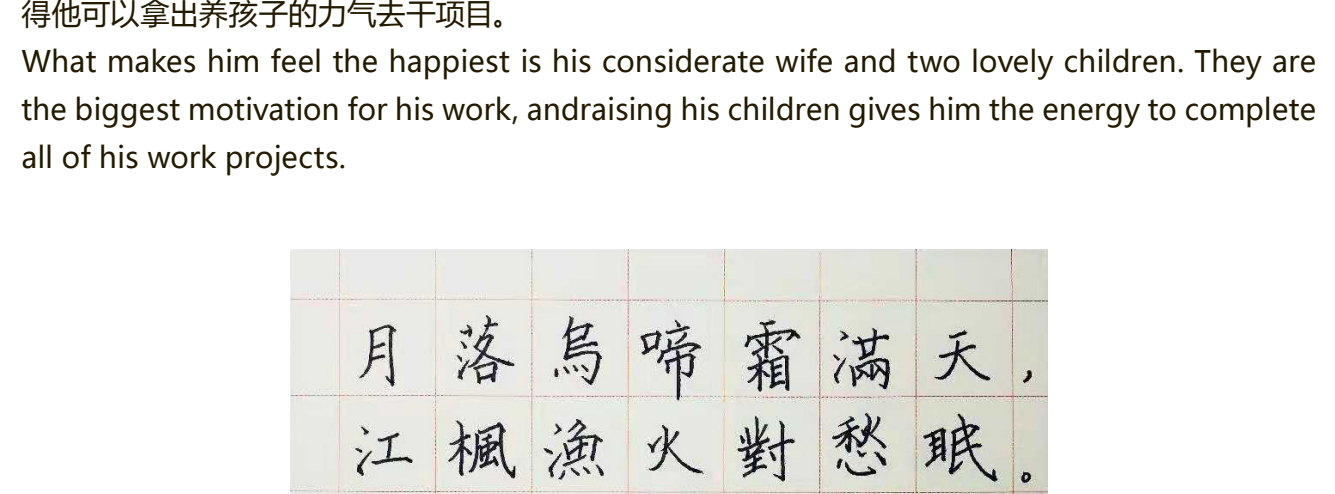


LY03005制剂CMO项目成果被集团制作成了漫画为员工进行了宣传。
The results of the LY03005 CMO project were illustrated using cartoons.



颁奖典礼之前，马乐伟作为获奖团队代表录制获奖感言。
Before the award ceremony, Ma Lewei recorded a speech where he thanked his team and colleagues.

2017年，在LY03005制剂CMO项目上，他所在的CMO小组表现出色，获得2017年绿叶生命科学集团表彰。
In 2017, the CMO Project Team was awarded by Luye LifeSciences Group due to its excellent performance in LY03005 CMO project.



Abbott

薛云丽带队考察IDA供应链ID的框架厂房
Visit to IDA's Framework Building led by XueYunli

Allergan

随着国际化供应链体系战略建设的积极推进，马乐伟还担任了集团供应链调研小组组长，在薛云丽总裁的指导下开展了新的工作。2017年11月，调研小组到了Allergan, Alexion, Baxter, Abbott等公司的运营总部，实地考察学习了领先的供应链管理理念。
With the active promotion of the international supply chain strategy, Ma Lewei also served as the leader of the supply chain research group and started a new job, under the leadership of Senior Vice President XueYunli. In November 2017, the research team visited the operational headquarters of companies such as Allergan, Alexion and Baxter, and learned the leading supply chain management system.

在车间实地测量外包装尺寸，收集冷链运输成本测算基础数据。
He and his colleague are measuring the size of the outer packaging in the workshop and collecting basic data for cold chain logistics cost measurement.

为完成集团国际供应链成本测算报告，马乐伟经常与小伙伴们实地考察，收集最一手准确的信息。
In order to complete the report on the Group's international supply chain cost measurement, Ma Lewei often visited the field with his colleagues to collect accurate first-hand information.

参加供应链专题会议并与专家沟通交流。
Ma Lewei communicated with experts at a Supply Chain Workshop.

会议上的每次分享，部门经理孟庆洋以及团队的每位成员总是能提出有价值的建议。
At every meeting, the department manager Meng Qingyang and each team member always make valuable suggestions.

截止目前，他起草了《全球工厂布局调研报告》、《全球供应链研究及案例分享》、《供应链规划与实施阶段性总结报告》等十多篇专题调研报告，展现了跨国公司供应链布局现状，梳理了集团所有在项目的供应链信息，为集团全球供应链布局提供数据支持。
Up to now, Ma Lewei has led the team to draft more than 10 specialized research reports, including "Global Factory Plan Report", "Global Supply Chain Research and Case Sharing", "Supply Chain Planning and Implementation Phased Summary Report". These articles showcased the current supply chain layout of multinational companies, demonstrated the supply chain information of all the research projects, and provided data support for the Group's global supply chain development.

7年间，不断的角色转换让他快速成长的同时，也让他感到“能力远远跟不上公司发展要求”。他坦言2016年的他曾一度陷入了焦虑.....庆幸的是，那段时间，薛总、庆洋等团队小伙伴一直在帮他调整，他也意识到唯一的解决方案，就是更快提升自己。
In the past seven years, constant role changes has allowed him to grow rapidly, but he still felt that he could not keep up with the requirements of the company's development. In 2016, Ma Lewei suffered from anxiety. Fortunately, during that time, with help from his teammates, such as vice-president Xue and Qing Yang, he overcame this difficult time. He also realized that the only solution is to try and always better himself.

为了弥补差距，马乐伟自学通过美国PMP，是公司第一个获得美国项目管理协会 (Project Management Institute) 颁发资格证书的员工。2016年的冬天特别冷，公司的门卫经常看见他在晚上十点多才离开公司，后来才知道，他当时是在备考。
In order to further better himself, Ma Lewei passed the American PMP by self-learning. He became the first employee of the company to obtain the qualification certificate issued by the Project Management Institute. The winter of 2016 was particularly cold, and the company's security guards often saw him leave the office past 10 o'clock in the evening. Later, they discovered he was preparing for the exam at that time.

每周一或周四下班后，“国际课堂”就是他向外教取经交流的地方。
After work every Friday, "International Classroom" is his communication with foreign teachers.

除此之外，马乐伟还自费请了两位外教，他认为与外教交流一举两得，练习口语的同时，还可以深入地了解欧美文化。
In addition, Ma Lewei invited two foreign teachers to the company at his own expense. He believes exchanging with foreign teachers can kill two birds with one stone: while practicing oral English, he can gain a deeper understanding of European and American cultures.

马乐伟的爱车，目前骑行距离已超过100,000km。
Ma Lewei's favorite bike, the current riding distance has exceeded 100,000km.

马乐伟也喜欢夜骑行。
Ma Lewei also likes cycling at night.

随着不断的学习和成长，马乐伟的焦虑感也得以逐渐被掌控，为进一步缓解压力，他还选择了骑行，“尤其在我们美丽的海滨城市，听海风在耳边呼啸而过，身体和灵魂都在放飞。”他说。
With constant learning and growth, Ma Lewei's anxiety has gradually come under control. In order to further alleviate the pressure, he frequently rides his bike. "Especially in our beautiful coastal city, listening to the whistling of the sea breeze makes you feel like your body and soul is flying," he said.

会议上的每次分享，部门经理孟庆洋以及团队的每位成员总是能提出有价值的建议。
At every meeting, the department manager Meng Qingyang and each team member always make valuable suggestions.

谈到自己所在的团队时，马乐伟洋溢上洋溢着笑容：“非常庆幸在一个由同龄人组成的团队中工作，大家总有聊不完的话题，每个人身上都有特别明显的闪光点。最重要的是，这是一群真正做事的年轻人！”
When talking about his team, Ma Lewei's face always has a smile: "I am very fortunate to work in a team consisting of people of my age. We have a lot to talk about, and everyone has obvious strengths. Most importantly, this is a group of young people who really work hard for their dreams!"

薛云丽团队到访阿里巴巴参观交流。
XueYunli's team visited Alibaba Group.

为了让各部门管理者和后备梯队成员学习先进的管理理念，每次季度会，薛云丽资深副总裁都提前策划带领团队到访领先的公司考察交流，这样的充电已经成为我们这些小伙伴们下一次的目标。
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薛云丽团队为年会排练节目。
XueYunli's Team in rehearsal for the company's annual meeting.

除学习之外，他们团队的业余生活也丰富多彩。
Besides study and work, the team also enjoys their personal life and leisure time.

参加公司举办的“小绿叶人走进研发中心”活动。
Participating in Luye Discovery Tour to the R&D Center.

生活中，最让他感到幸福的，是他善解人意的妻子和两个可爱的孩子，这是他工作的最大动力，这也使得他可以拿出养孩子的力气去干项目。
What makes him feel the happiest is his considerate wife and two lovely children. They are the biggest motivation for his work, and raising his children gives him the energy to complete all of his work projects.

有动有静，马乐伟也偶尔动动笔，在他看来，汉字的美，除了遒劲有力的线条美之外，还蕴含着中国人的处世哲学。
Ma Lewei also enjoys quiet time, and occasionally practices Chinese calligraphy. He believes the beauty of Chinese characters lies not only in the powerful and striking lines, but also in their philosophical meanings.

奔跑吧！绿叶的CMO人！
Run, CMO guy!