图说绿叶人

The Illustrated Stories of Luye People

第六期：当我跑步时，我在想些什么

VI Issue: What I Think When I Run

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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里，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.

在绿叶快速的国际化进程中， 越来越多的绿叶商务团队成员正在海外市场开拓舞台上绽放着他们的光芒。

In the rapid internationalization and rapid growth of Luye, more and more members of the Luye commercial team are shining on the stage of overseas markets.

他是奔跑在工作与生活中的“梦想家”，无论是工作还是生活，他始终以一种冒险精神去享受着。他狂热于超级越野马拉松，总是在一次次突破挑战中寻找生活的意义，发现更好的自己。

He is a "dreamer" who runs in work and life. Whether working or living, he enjoys it with an adventurous spirit. He is passionate about life, about work, about ultra-trail marathon and always looking for challenges that will make him a better person.

GOPENG ULTRA TRAIL
FINISH
GUT19
Passionate for Life
STYLE
fresh
fun
fashion
fashion trends
DO WHAT YOU LOVE
SECRETS TO A HAPPY LIFE
FASHION ICON

“充满激情的生活能让你在工作中做得更好。”
Living a Passionate Life Makes You Better in Your Job -- Andy

> *随着我们投入大量的时间在工作中，享受你为之所做的事是值得的。*
> *With tremendous amount of time we spend at work, it pays off to enjoy what you do for a living.*
>
> *-Andy*

FINISH
VIETNAM JUNGLE MARATHON
GARMIN
I SURVIVED VJM!

Andy 顺利完成越南超级越野马拉松
Andy completed Vietnam Jungle Marathon

Andy 是绿叶制药（国际）亚太地区商务总监，负责绿叶制药在亚太区的一系列商业活动，以确保亚太地区的销售业务持续增长。Andy 向绿叶制药（国际）首席执行官张业泓 汇报。

Andy is our APAC Commercial Director for Luye Pharma International responsible for commercial activities of Luye Pharma in the region and ensuring consistent profitable growth across the Asia Pacific region. Andy reporting to Luye Pharma International CEO, Zhang Yehong.

马来西亚办公室。非出差时间 Andy 就在这里办公。
Malaysian office where Andy works if he is not on a business trip.

“我树立和带领商业团队，从战略角度管理合作伙伴的业绩表现，以打造绿叶（国际）的团队运营能力。同时规划营销策略，提高绿叶（国际）在亚太地区的市场占有率。”

“My responsibilities include building and leading the commercial team, strategically managing partners’ relationship and performance, accelerating internal Luye capabilities, and developing go-to-market strategies and hence growing Luye presence in APAC.

2018 年 5 月，绿叶制药正式完成对思瑞康及思瑞康缓释片的收购，商业脚步拓展至全球 51 个国家和地区的市场。而这其中，有 3 大重要市场都属于亚太区。“APAC 是一个极具潜力的市场”Andy 说。

In May 2018, Luye Pharma officially completed the acquisition of Seroquel and Seroquel XR, thus expanding its market share into 51 countries and regions around the world. Among them, there are three major markets that belong to the Asia Pacific region. “APAC is a very promising market,” Andy said.

“这对于绿叶制药（国际）来说是激动人心的时刻，扩大了绿叶制药在该地区的全球足迹，从而为颇具前景的 CNS 和肿瘤管道的发布做好了准备。”

“This is an electrifying moment for Luye Pharma International, expanding its global footprints in the region and hence preparing the future launches of its promising CNS & Oncology pipelines.”

黄沙百战穿金甲，不破楼兰终不还！
长风破浪会有时，直挂云帆济沧海！
Passionate for Life
I ❤ LUYE
Happy 25th

Andy 与马来西亚队，手捧绿叶新品牌横幅，在绿叶 25 周年之际送来祝福
Andy and his Malaysia Team with Luye' s new branding material sending their 25th anniversary greetings.

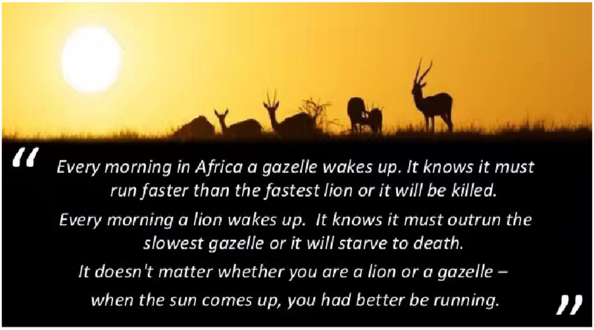
Andy 在思瑞康业务收购后不久加入绿叶制药国际，目前马来西亚办公室办公。在过去的 20 年中，Andy 曾为多个跨国制药公司效力，也包括一家分销商公司和一所私人医疗中心担任执行董事。他曾担任医药代表、产品经理、市场经理、业务部门主管、商务总监、高级 BD 总监，总经理和董事总经理，Andy 十分了解亚太地区多个国家的市场环境。

Andy joined Luye Pharma International, shortly after the acquisition of the Seroquel business. Currently he based in the Malaysia office. Over the past 20 years, Andy has worked for a number of multinational pharmaceutical companies, including a distributor and a private medical center. He has served as a sales representative, product manager, marketing manager, business unit head, commercial director, senior BD director, general manager, executive director and managing director, he is familiar with many markets in the Asia Pacific region.

绿叶 25 周年庆典，国际管理层郊外出行
YANTAI 25th Anniversary Trip 2019

“加入绿叶，这是一个令人充满期待的机会。绿叶的管理者们深具卓识远见，公司也为我提供了极佳的发展机会。在绿叶从事的工作完美契合我的从业经历和对生活的追求 —不断寻找生活中的新挑战并使每一天都变得更好，为病人，为我的团队，为我的家人”。

“Nothing is more exciting, joining a company when the vision of the leaders and the growing opportunities fit well into my experience, passion and what I inspire to do more in life- constantly looking for new challenges and to make every day better, for the patients, for my team, for my family" .



Every morning in Africa a gazelle wakes up. It knows it must run faster than the fastest lion or it will be killed.

Every morning a lion wakes up. It knows it must outrun the slowest gazelle or it will starve to death.

It doesn't matter whether you are a lion or a gazelle – when the sun comes up, you had better be running.

每天清晨，当非洲草原上的小羚羊醒来，它们就知道必须跑过速度最快的狮子，否则它们有可能会被吃掉；每天清晨，狮子醒来时它知道它必须跑过速度最慢的羚羊否则它就可能会饿死—无论你是羚羊还是狮子，这都不重要，重要的是当太阳升起时，你必须开始奔跑 .

——Thomas L. Friedman, The World Is Flat (2005–2006), Ch. 2, (p. 137 in the 2006 edition).

每个月几乎有一半时间都在各个国家出差。即便是在繁忙甚至令人感到疲乏的旅途里， Andy 也会时刻让自己保持最佳的状态。
Andy spends almost half of his time on business trips in various countries. Even on a busy or even tiring journey, Andy will always try to keep himself in tiptop condition.

在一个几乎全新构建的全球团队里， 面对新的产品和市场，新的机会，充满了各种未知性， 这让 Andy 满怀激情的同时，也迎接了更多挑战。
He is full of passion and is ready to embrace all the challenges arising from an almost a new global team, new products, new markets, new opportunities and other uncertainties.

“为了达到公司具有挑战性的目标，我需要全天候的积极地促进合作伙伴在每个市场上做出更好的业绩。同时，思瑞康后续的交接也是相当关键与漫长的过程．国际思瑞康团队坚持不懈地进行战略规划，保证供应，药品许可，商标，技术转让和商业资料以及销售网络等交接都需要在接手后和指定的新合作伙伴团队重新摸索布局。”

“In order to achieve the challenging goal of the company, I have to lead the team to positively challenge, engage and help partners to deliver more in every country round the clock.
Ensuring seamless transition of business following the acquisition of Seroquel is a very critical and lengthy process. The international Seroquel Team working relentlessly in strategic planning, to warrant supply, drugs licenses, trademarks, technology transfer and commercial handovers with the respective AZ team and the appointed new partners.”

坚定信念 变革前行
STRENGTHEN OUR FAITH IN THE INNOVATORY JOURNEY

Andy 与绿叶制药国际业务部分高级管理层领导相聚绿叶生命科学集团 2019 年会
In 2019, Andy and executives of Luye Pharma International gathered at the Luye Life Science Group Annual Meeting.

通常，为了应对紧张的工作时间表和频繁的出差，他会轻装上阵。他曾在 3 个星期马不停蹄地去了 5 个国家。有时晚上他还需要出席一些应酬，回到酒店后继续国际电话会议。他的最高记录是从早上 8 点到晚上 10 点的一天内的 11 次电话会议。

Often, to deal with tight schedule and without the luxury of whale of time, he packs light and travel few countries back to back to optimize his travel plan. He was traveling non-stop for 3 weeks over 5 countries earlier, round the clock meetings with potential partners including dinner and weekend meetings. Above all, he attends many international conference calls and business reviews meeting with partners and Seroquel team. His record is 11 conference calls in a single day starting from 8am till 10pm.

与香港团队同事
Hong Kong

与上海团队同事
Shanghai

Andy 的 3 名下属成员均在不同的国家， 他时而需要在 3 个不同国家来回往返支持团队和当地的业务合作伙伴。在业务的关键期，极少的睡眠、高强度的电话会议成了 Andy 的日常。Andy 有 2 个可爱的女儿，长时间的旅途奔波也更加深了 Andy 对家庭的眷恋。
Andy's team members are based in different countries, he needs to travel often between these countries to support the team and the local business partners. During critical business periods, minimum sleep and high-intensity conference calls have become part of Andy's daily routine. Andy has two lovely daughters, and his long business trip has only deepened his affection for his family.

“工作与生活的压力谁都会面临。” Andy 如既往保持积极向上。他追求结果、富有创造力的精神、友善开朗的性格给人留下了深刻印象。 “把你的事业变成你的激情，让你的激情增强你的创造力” ！
“Everyone faces the pressure of work and life.” Andy remains as positive as ever. His result-oriented, creative spirit, and friendly and cheerful personality has left a deep impression on his colleagues and friends. “Turn your career into your passion and let your passion boost your creativity” ！

Run For It X 2019

“一个人每天只有 24 个小时，非常有限，但时间是可以去我所能管理的。” 繁忙工作之余， Andy 会利用晚上间隙去跑步，健身，与家人共进晚餐和继续他的学习 .

“There is only 24 hours in a day, do our best to manage it.” Whenever time permit, Andy spend his night time running and exercising, dinner with family and pursuing his study.

perak
World of Wonders
GUT'19
GOPENG ULTRA TRAIL
23 - 24 MARCH 20
10KM
25KM
50KM
GUA TEMPURUNG, GOPENG, PERAK
Buff
N8

超级越野马拉松
Gopeng Ultra Trail 100KM

Andy 笑称自己是一个奔跑“梦想家”，他痴迷于超级越野马拉松。“跑步会产生内啡肽，内啡肽会在体内产生积极的感觉，分散人的注意力和忧虑。这就是为什么他们说跑步者‘不吸毒’；他们自然会‘制造’。”

Andy cited that he is a "dreamer" and he is obsessed with the ultra-trail running.

Running produces Endorphins, Endorphins trigger a positive feeling in the body, distract you from stress and worries. That is why they said, runners don't do drugs, they make their own ...... naturally.

The Magnificent Marapoh Trail (TMMT)

VIETNAM JUNGLE MARATHON
25 42 70 KM
TRAILS OF PU LUONG
2018
I SURVIVED VJM!

FINISH
VIETNAM JUNGLE MARATHON
GARMIN
CALIFORNIA

在越南越野跑中与当地村民们互动
Andy with local villagers in the in Vietnam

分享 Andy 的跑步名言：
This is his famous running quote:

> *如果你想挑战自己 - 跑一场 21.1 半程马拉松比赛*
> *如果你想和上帝说话 - 跑一场 42.2 全程马拉松比赛*
> *如果你想和自己说话 - 跑一场 Ultra Trail 100 公里或 100 英里*
> *This is his famous running quote:*
> *If you want to challenge yourself- run a 21.1 KM Half Marathon*
> *If you want to speak to God- run a 42.2 KM Full Marathon*
> *If you want to speak to yourself- run an Ultra Trail 100 KM or 100 Miles*

MALAYSIA
Action Asia 50
Trail Run – Janda Baik
RUNSOCIETY
Royale

WORLD SERIES 2016
POWER MAN
ASIA CHAMPIONSHIPS
MALAYSIA
6 MARCH 2016 PUTRAJAYA

LiVE LiFE HaPPY . Be crazy, be insane, be young, be happy, be yourself, be thankful, be mentally unrestricted. If you want to be happy, BE!

与跑友在 ACTION ASIA 超级越野马拉松

POWER MAN 亚洲锦标赛

ACTION ASIA TRAIL RUN

TBNSA ULTRA
RUN FOR X 2019
12 HOURS

12 小时不间断越野跑
12 Hrs non-stop Ultra

POWER MAN Asia Championship

在烟台与同事们的“超级跑”
THE ULTIMATE RUN in Yantai

“当你感恩的时候，你的生活将会充满美好。” Andy 总结了令他受用一生的座右铭，并称之为 ” ABCDO” ：

“When you are Grateful, your life is full of Greatness!” , Andy developed a motto that has guided his whole life, to embrace the “ ABCDO ” system:

A：Attitude= 态度，积极的态度
Positive Attitude Everyday

B：Behavior= 行为，善意的行为
Conduct Oneself in Good Manner

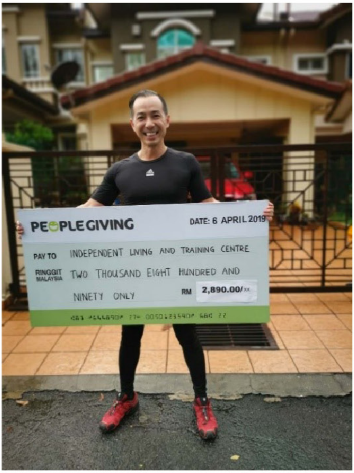
C：Commitment= 承诺，专注、参与、学习和贡献
Dedicate, Engage, Learn & Contribute

D：Discipline= 自律，无论喜欢与否，坚持去做
Do It Every day , regardless you like it or not

O：Ownership= 在工作和生活中拥有主人翁精神
Ownership in Your Life, Ownership in Your Job

GUT 19
GOPENG ULTRA TRAIL
100KM FINISHER
C-0055
WORLD SERIES 2016
POWERMAN
ASIA CHAMPIONSHIPS
MALAYSIA
TMMT
GUT 19
GOPENG ULTRA TRAIL
23 & 24 MARCH 2019

Andy 保留了许多完胜奖牌。 “专注于每一次超级越野马拉松的旅程，挑战自己不要放弃，让每次参与都难忘和有趣。”
Focusing on the journey, challenge yourself not to give up, you makes every Run memorable and fun.


PEOPLEGIVING
DATE: 6 APRIL 2019
PAY TO INDEPENDENT LIVING AND TRAINING CENTRE
RINGGIT MALAYSIA TWO THOUSAND EIGHT HUNDRED AND NINETY ONLY
RM 2,890.00/xx

“Gopeng With Friends” 100 公里越野跑。
"Gopeng With Friends" 100km Ultra Trail

这个活动始于 2018 年 12 月 Andy 和跑友梅医生的一次交谈。
It started from a casual conversation with a good friend Dr Mei in December 2018.

对于我们作为跑步者我们可以达到远距离的目标，我们希望同样能够提高我们的朋友和家人对其他生活方式不同的人的认识，这些人可能因其他原因而不能参加比赛。 “我们借此机会为残疾人筹集资金，该基金将支持所需的基本培训，鼓励他们回归社会，过上更独立、精彩的生活。”
For what we can achieve in distance as runners, we hope to likewise increase awareness amongst our friends and family to other people living differently amongst us who may not run for other reasons.
“We raised funds for the disabled. The fund will support the basic training needed, to encourage them to return to society, and live a more independent and wonderful life.”

Andy 参与马来西亚慈善跑活动并被那次经历深深打动。
Andy participated in a charity run in Malaysia and was deeply touched by what he experienced during that event.

“独立生活及训练中心（ILTC）是马来西亚万挠一家由坐轮椅人士委员会领导、为坐轮椅人士服务的机构。该机构运营已近 20 年，面向所有种族及各种背景的人士开放。“如果他们愿意帮助自己，就可以在这里学到有用的技能，重新融入社会，自食其力，独立活动，即使坐在轮椅上，也能过上充实的生活。”

ILTC (Independent Living and Training Centre) is an organization for persons in wheelchair led by a committee of the same based in Rawang, Malaysia. It has been open to all races and background for almost 20 years. 'If they are willing to help themselves, they can gain valuable skills here to reintegrate into society, by earning their own income, moving about independently, living their lives fully even if from a wheelchair.

工作之外，Andy 感恩生活的一切，并不断学习提升自己。

Outside of work, Andy grateful of life and constantly tries to improve himself.

Andy 的“甜蜜之家”
Andy's "Sweet Family"

I am not
Perfec
TION

Andy 和女儿一起开卡丁车
Andy and his daughter go-karting in Thailand

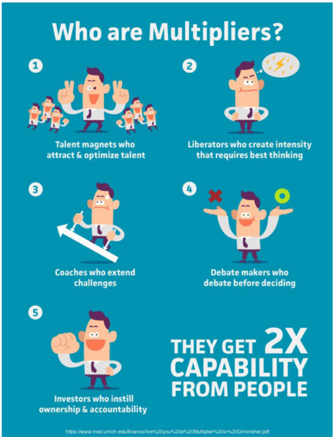
Andy有一个甜蜜的家庭，两个可爱的女儿和善解人意的妻子。“我知道他们需要陪伴，感谢现在科技的发达，现出差时我每天都会抽空和家人视频，无论何时你在聊天中看到他们，奔波的劳累也就会烟消云散了！”

Andy has a beautiful family, 2 lovely daughters and a caring wife. " Thanks to the development of technology, I can video chat with them every night while I’m travelling. Whenever you see them in the chat, you will forget all your burn out”!

MALAYSIA DAY
DIVE
2016
Pulau Perhentian
Utusan

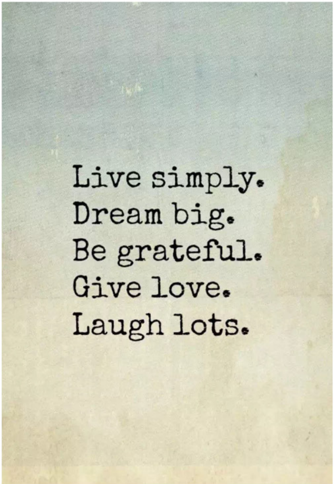
除了越野跑，生活中 Andy 还喜欢和他的妻子佩戴水肺潜水、享受美妙音乐、烹饪美味佳肴。
In addition to trail running, Andy also enjoys scuba diving with his wife, listening to good music and cooking.

当被问道如何保持这样的生活与工作平衡时， Andy 说：“拥抱当下！利用现有的位置和资源，去做能做的事情！做一个乘数型领导者，鼓励员工的成长和创造力！”
When asked how to balance work and life, Andy said, “Embrace the moment! Do what you can with what you have, where you are. Be a Multiplier leader to encourage your team to grow and be more creative”！


Who are Multipliers?
① Talent magnets who attract & optimize talent
② Liberators who create intensity that requires best thinking
③ Coaches who extend challenges
④ Debate makers who debate before deciding
⑤ Investors who instill ownership & accountability
THEY GET 2X CAPABILITY FROM PEOPLE
https://www.med.umich.edu/finance/Are%20you%20a%20Multiplier%20or%20Diminisher.pdf

"每个人都很棒。"
"Everyone is Brilliant at Something."

Andy 与澳大利亚著名励志演说家 Nick Vujicic 合影
Andy with the famous Australia inspirational speaker Nick Vujicic


Live simply.
Dream big.
Be grateful.
Give love.
Laugh lots.

"简单生活、志存高远、懂得感恩、付出爱心、时常欢笑。" 这是 Andy 很喜欢的人生态度。
"Live simply, dream big, be grateful, give love, laugh lots- this is the positive attitude that Andy tries to live by.

目前，Andy 还在利用业余时间在攻读博士学位， "不断寻找新的挑战，每天进步一点点。"
Currently, Andy is also pursuing his Ph.D., he believes in "continuous learning, seek new challenges and make a small progress every day".

无论工作还是生活的"马拉松"，Andy 都在以不懈的激情奔跑着。愿大家都可以活出自我，活出你想要的人生！
Regardless of the "ultra-trail" in work or life, Andy is running with unremitting passion. Live your life beautifully, Let Your Sweat Fuel The Fire In You!