Global AMZ

Gregor Leopold

FOUNDER & CEO | AMAZON & E-COMMERCE EXPERT

> The go-to-speaker for Pharma, OTC, and Nutritaceuticals looking to secure data-driven growth on European marketplaces.



ABOUT GREGOR

As the founder of GlobalAMZ, Gregor demystifies complex compliance guidelines to help regulated consumer healthcare brands scale on Amazon. Drawing from over 15 years of hands-on experience, Gregor continues to lead the industry in the DACH region and Europe, he delivers highly technical, data-first methodologies in an accessible and tactical format.

SIGNATURE KEYNOTE

“Why regulated brands fail on Amazon & what the data actually shows”

An analytics-focused critique detailing common pitfalls made by healthcare brands in DACH and Europe, complete in directly actionable compliance and execution frameworks.

- **The 3 Most Common Errors** - Compliance and strategic missteps backed by aggregate brand data.
- **Compliant Content That Converts** - Creating listings that satisfy both legal requirements and customer purchase intent.
- **Navigating the Algorithm** - Maintaining visibility without crossing strict regulatory redlines.

45 MIN KEYNOTE | 30 MIN PANEL | DE & EN

WHY BOOK GREGOR?

- **15+ Years Deep Expertise**
  Practical retail, marketplace development & e-commerce growth expertise.
- **Niche Focus: Heavily Regulated**
  Highly tailored advice for Pharma, OTC, NEM, and Cosmetics sectors.
- **Zero Buzzwords, Instant Impact**
  Direct takeaways and proven frameworks instead of vague, abstract theories.
- **Inspiring & Interactive**
  Modern presentation slides with dynamic real-world case studies.

FORMATS & FOCUS

PHARMA & OTC | HEALTHCARE | AMAZON DSP | RETAIL MEDIA | DACH & EU | D2C COMPLIANCE | KEYNOTES | WORKSHOPS | WEBINARS

ADDITIONAL CORE TOPICS

- **Amazon Retail Media for Pharma**
  What actually performs, and how DSP technology shifts opportunities in restricted categories.
- **Pan-European Scaling Strategies**
  Overcoming regulatory, logistical, and advertising compliance traps expanding across IT, FR, ES, and the UK.
- **Performance vs. Compliance**
  Challenges in a Regulated Market

SPEAKING HISTORY

ISPO Munich	Keynote Speaker
BVDVA	Kongress Speaker
GlobalAMZ	100+ Brands Served

PHARMA RELATIONS | DENTAL MARKETING | HEALTHCARE MARKETING

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AVAILABLE FOR INTERNATIONAL SPEAKING BOOKINGS, WORKSHOPS & KEYNOTES