

VP OF BUSINESS DEVELOPMENT

Professional Overview

Accomplished Business Development executive with 7 years of experience in life science startups and clinical research organizations. I also have an entrepreneurial spirit as the co-founder of data analytics company, and a financial background through my Master's at Bentley University.

Education

December 2012

Finance McCallum Graduate School at Bentley University Finance Extensive case-based exercises in capital budgeting, corporate finance, marketing sizing, equities, bonds, common financial covenants, and options. Experience in valuations including risk-adjusted net present value using WACC and CAPM and comparables

May 2011

Bachelor of Science : Economics & Finance Bentley University Cum Laude Economics & Finance

Experience

01/2016 to Current

VP of Business Development Company Name i/4 City , State

- PainQx (PQX) is a diagnostic/software company that developed a next generation approach to objectively measure pain in humans by decoding neural activity.
- Incorporated the PQX platform in six clinical trials to be used as a pain biomarker to gauge the efficacy of experimental therapeutics.
- Raised \$500k from angel groups and venture funds.
- Identified a joint venture partner in China leading to a \$1M investment.
- Developed an economic model demonstrating that the PQX technology reduces costs to health care providers by converting poorly managed pain patients to well-managed pain patients, saving up to \$8,500 per patient.
- Created financials statements including an income statement, balance sheet, and cash flow to justify capital raise and share with investors.
- Centralized contacts, alliances, and investors into a CRM system streamlining the business development.
- Developed all investor facing and business development presentations.
- Formed a strategic alliance with Evoke Neurosciences to incorporate their EEG headset into the PainQx platform providing a turnkey solution to clinical research sponsors.
- Coordinated bottoms up market survey that interviewed 100 physicians to validate the PainQx value proposition and identify new markets for the platform.
- Sourced, pitched and won a grant by the National Institute on Drug Abuse (NIDA) recognizing PainQx as one of 10 companies national that could address the opioid epidemic.
- Put together a SBIR Fast Track Application to be reviewed by NIDA.

06/2012 to 01/2016

Co-Founder VP of Business Development Company Name i/4 City , State

- LSN tracks the funding and partnering preferences of 5,000 investors and strategic partners by actively interviewing them on a 90-day rolling cycle.
- This information allows entrepreneurs to identify investors and strategic that meet their fundraising and partnering needs.
- Since inception LSN has generated \$4M in revenue, with 2016 revenue of \$3M.
- In 2015, LSN launched a broker-dealer, Boston Innovation Capital, to execute fundraising campaigns between \$5M - \$20M.
- Oversee all aspects of operation such as sales, financial projections, IT, management, and marketing.
- Grew the LSN team to 22 employees: 7 business development representatives, 6 researchers, 4 conference representatives, and 2 marketers.
- Created pitch decks, executive summaries, and websites for twelve biotech/medtech companies, resulting in increased investor responsiveness.
- Utilize Salesforce.com to host LSN's back end data and linked it with an established graphical user interface, saving over \$1M in R&D costs.
- Deep knowledge of database and information systems including profile structuring, data segmentation and aggregation, and filtering.
- Personally sourced, pitched, and closed over \$1M in consulting and data services from Big Pharma, CROs, and emerging biotech/medtech companies.
- Helped create fundraising strategy for thirty-four biotech/medtech companies including EIP Pharma, Hsiri Therapeutics and JB Therapeutics (Corbus Pharma).
- Built personal network of over 1,000 life science investors, life science entrepreneurs, investment banks, family offices, and big pharma/med-tech executives.

02/2011 to 07/2012

Abpro specializes in the generation of custom monoclonal antibodies. The foundation of Abpro's techn Company Name i/4 City , State

- Abpro specializes in the generation of custom monoclonal antibodies. The foundation of Abpro's technology is the HTP platform, a genetically engineered mouse with a boosted immune system, enabling the mouse to have a broader epitope spread facilitating the generation of antibodies to traditionally difficult targets such as GPCR's, and 100% homologous target.
- Personally closed \$1.6M in new business revenue.
- Part of a business development team that grew sales from \$700,000 in 2010, to \$2.2M in 2011, and \$4.0M in 2012.
- Participated in a financing campaign that aimed to raise \$3.4M in debt from various banks and mezzanine debt funds.
- Modeled the present value of debt based offerings to provide investment decisions to upper management.

- Developed the company's first financial model that tied together income, balance sheet and cash flow statements.
- This model was used to plan the future financing needs as well as develop the company's long-term budgetary constraints.
- Built and implemented an inventory tracking system to streamline operations leading to a 30% reduction in production delays.
- Created an automated system that crawled three-hundred scientific journals gathering contact information of authors.
- This information led to the creation of database of 100,000 contacts for use as a targeted email campaign.

Interests

USA (14 years), London (6 years), Colombia (5 years), China (2 years).

Languages

Native Speaker in English and Spanish

Skills

streamline, approach, balance sheet, bonds, budgeting, business development, cash flow, clinical research, clinical trials, com, consulting, corporate finance, CRM, database, email, English, equities, Fast, financials, financing, financial, fundraising, funds, graphical user interface, information systems, Innovation, inventory, marketing, network, neural, next, presentations, Speaker, sales, scientific, Spanish, strategy, strategic, websites

Additional Information

- International Experience: USA (14 years), London (6 years), Colombia (5 years), China (2 years).