

Bespoke Search Group  
COO

**BIOTECH CHIEF OPERATING OFFICER - STRATEGIC, EFFECTIVE, VERSATILE**

**EXECUTIVE SUMMARY**

Entrepreneurial leader deeply rooted in the biopharma industry, bringing together strategic insights from years working across diverse products and therapeutic categories, hands-on operational and R&D experience, as well as the quantitative and analytical skillsets of a PhD-trained scientist. Action-oriented self-starter who thrives in fast-paced and start-up environments that require multitasking and prioritization. Crisp communicator and skilled storyteller with a proven track record of leading consensus, building strong teams, and spearheading impactful programs to bring innovation to patients in need.

**CORE COMPETENCIES**

Corporate Strategy | Business Development | Operational Leadership | Due Diligence | R&D Strategy | Program Design  
Team Building | Market Assessment | Competitive Landscaping | Quantitative Analysis | Storytelling and Presentation

**PROFESSIONAL EXPERIENCE**

**Confidential, Series B**  
*Chief Operating Officer*

New York, NY (Remote)  
*May 2023 - Present*

- **Nimble R&D Operating Model:** Designed a dynamic insource-outsourced strategy, assembling a team that includes a Chief Medical Officer, Head of Clinical Operations, and a network of specialized consultants. This model maintained a nimble and cost-effective headcount, while facilitating effective execution.
- **Collaborations for Pipeline Enrichment:** Pioneered strategic partnerships with academia resulting in pipeline expansion with an additional development program. These collaborations unlocked new avenues for growth.
- **Successful Regulatory Milestones:** Led the successful amendment of our Investigational New Drug (IND) application and secured FDA clearance for the Phase 2 trial of our flagship asset. This achievement positioned us for clinical advancement.
- **Operational Excellence:** Provided comprehensive oversight for all back-office functions. Implemented a robust multi-year financial plan and introduced an efficient internal budgeting process across the entire organization.

*Chief of Staff and VP, Program Development*

*July 2022 – May 2023*

- **Strategic Pivot Realized:** Transitioned R&D focus from cardiometabolic diseases to rare cardiopulmonary conditions, anchored on pulmonary hypertension lead asset.
- **Innovative Platform Strategy:** Conceived an “2-in-1” platform Phase 2 study, leveraging our lead asset’s pipeline-in-a-product potential.
- **Program Visibility and KOL Buy-in:** Assembled a KOL Advisory Board and led all medical engagement activities, ensuring effective collaboration, ongoing data dissemination and publications, as well as steady news flow.
- **Effective Execution as Head of R&D:** Implemented successful turn-around plan for delayed Phase 1 study, opened IND with US FDA for lead asset, and led pipeline program presentations for Series B investors to fund Phase 2 start-up activities.

**Confidential, publicly traded**

*Executive Vice President – Commercial Services, Communications Group, Medical Affairs*

New York, NY  
Jan. 2020- June 2022

- **Corporate Leadership:** Key corporate leader for new Medical Affairs division, including go-to-market strategy, operating model, and financial projections.
- **Integrated Delivery And Execution:** Integrated program design for coordinated delivery of clinical, commercial, and medical affairs services.
- **Operational Vision:** Conceptualized and operationalized overseas (India) delivery hub to improve profitability, with accountability for recruitment, business and operating model, training, and retention.

*Senior Vice President – Commercial Services, Communications Group*

Dec. 2017-Jan. 2020

- **Medical Affairs and Commercial Leadership:** Engagement lead for programs across categories, including hematology, respiratory, oncology, and rare disease.
- **Pipeline Strategic Planning:** Led market assessments and multiyear strategic planning for pipeline assets across categories, including respiratory, oncology, and rare disease.
- **Business Development:** 100+ new business presentations to potential biotech, large Pharma, and MedTech clients, nearly doubling business unit revenue.
- **Team Building:** Recruited, trained, and maintained large and credentialed (PharmD/PhD/MD) medical strategy and execution team of 50+.

**Confidential, publicly traded**

*Copywriter, Associate Director, Director, Vice President*

New York, NY  
Feb. 2014 – Dec. 2017

- **Healthcare Stakeholder Engagement:** Led teams and projects for multiple brands in hematology, oncology, inflammation, supportive care, and mood disorders, including 4 product/indication launches.

## EDUCATION

**New York University School of Medicine – Skirball Institute**

*Irvington Fellow of the Cancer Research Institute (CRI)*

- Research Area: Molecular and Cellular Immunology

New York, NY  
Sept. 2011-Jan. 2014

**Duke University**

*Doctor of Philosophy (Biology)*

- Research Area: Cell Biology, Developmental Biology

Durham, NC  
Sept. 2005-Aug. 2011

**University of Michigan**

*Bachelor of Science with High Honors*

- Major: Cell and Molecular Biology

Ann Arbor, MI  
Sept. 2001-May 2005