

SERENA WILLIAMS

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PROFILE

Highly experienced senior executive with successful track record managing and directing global business development activities. Hands-on leadership roles in strategy development and execution. Expertise in technology in-licensing, development and commercialization collaborations with emphasis in Active Pharmaceutical Ingredients and Drug Products. Demonstrated ability managing and working in top multi-national pharmaceutical company as well as in the unique business ecosystem of early stage companies. Substantial international deal experience.

PROFESSIONAL EXPERIENCE

Pharma International, New York City, NY

Director, Global Highly Potent & Oncology Platform

2016 to Present

Head of Highly Potent & Oncology Platform (business unit). Lead for the global strategies including drug substance and drug product contract manufacturing. Manage over €100M in business.

Developed and implemented the strategic plan for the business. Direct the sales team, marketing and operations on all activities related to the platform to ensure execution.

New business targeting and evaluation: identify and assess for financial, operational and technical feasibility, fit and allocation within the network. Responsible for all strategic CAPEX investment at the site that supports the platform.

Company USA, Inc., Los Angeles, CA

2013 to 2016

Vice President, Business Development & Strategy

Head of Dishman USA, Inc. and lead for global company strategies including generic APIs. Currently manage approximately \$86M in business. Full P&L responsibility.

Developed and now lead a high performing sales team. Credited with altering employee behaviors – transforming teams into highly productive resources with clearly defined vision, priorities and measures of success. Reorganized the global generic business unit from conception through implementation across all functions. Removed silo mentality by establishing cross-functional teams and a robust process to select, evaluate and develop new APIs.

Redefined the strategy for contract manufacturing leveraging internal resources to maximize the win/loss project ratio.

Identify and evaluate potential acquisitions and partnerships.

Pharmaceuticals USA, Inc., St. Louis, MO

2010 to 2013

Senior Director, Business Development

Lead for business and corporate development. Member of Executive Committee. Developed and implemented the business plan, formulated and executed M&A strategy, product licensing and post-acquisition integration activities. Generated opportunities for business acquisitions (up to \$350M), equity investments, joint ventures (Hisun/Pfizer JV registered value: \$250M), co-development and technology licensing deals. Completed acquisitions including 4 ANDAs, Respirics Inc.'s assets, partnership with Piedmont Pharmaceuticals and three API and finished dose facilities (all production related equipment including disassembling in Ireland and Puerto Rico and relocation to China.) Structured the deals, led negotiations and orchestrated the execution.

Led the development of international product sales and contract manufacturing business (>\$29M generated in 12 months). Build US based team for drug product strategy (GPO, wholesale and retail.) Three direct reports.

PharmaSource, Inc. Morristown, NJ

2009-2010

Director, Business Development

Worldwide responsibilities for business development activities related to contract manufacturing service. Developed the strategy and marketing plan for the business. Responsible for brand identity, website and marketing materials. Repositioned the business as a niche service provider with expertise in PEGylation and liposomal formulation. During my tenure, I identified and developed new aseptic liquid fill business (7 qualified leads). Managed the business P&L.

Pharma Company, New Brunswick, NJ

2006-2009 Worldwide

Medicines Group – Technical Operations

Associate Director, Contract Manufacturing Organization

Responsible for managing product and business divestitures for Technical Operations. Managed worldwide sales of APIs and finished products to third parties:

Technical Operations lead and global program manager for the divestiture of businesses and products: Medical Imaging

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business (\$525M deal), ConvaTec (\$4.1B deal) and IPO of Mead Johnson Nutritionals (\$720M). Led due diligence on corporate development's activities' impact to manufacturing, supply chain, distribution, regulatory and finance. Prepared risk assessments and made recommendations to highest level of senior management.

Managed global projects and relationships across divisions, companies and cultures.

Created strategies for sale of custom manufacturing services for API and parenteral manufacturing assets. P&L responsibility for divested and custom manufactured APIs and finished dose products.

Negotiated contracts and amendments (supply contracts, transitional services, side letters, terminations, release of claims and others), dispute resolution and contract management and monitoring responsibilities.

- Responsible for the professional development of managers.
- Received three President's Awards - Jan. 2008, Feb. 2009 and March 2009.

Pharma USA, Inc. Westchester, LA

2000-2006

Pharmaceutical Services Division

New Business Development Director (2004-2006)

Worldwide responsibilities for corporate development activities with an overall objective to enhance both top line growth and profitability for the division.

Identified new technologies/opportunities to enhance operations. Led cross-functional teams to drive the internal evaluation process. Oversaw investments in the new services and technologies, including construction of a new cytotoxic API production facility (cost of the facility was approximately 20% of division's revenue). Directed activities with sales and marketing for the launch of new products and services.

Divisional Sales Manager (2000-2004)

Acquired new business (on average added 3-4 new clients per year) and managed existing clients (\$11M in 2004.) Advanced relationships with the customer's senior management and developed networks throughout the customer's organization. Developed account strategy and led its implementation working cross-functionally with colleagues in the development and manufacturing division (Carbogen-Amcis), the biostatistics data management division (Axio) and a consulting team (PharmAdvisors). Negotiated supply and development contracts (5 multi-year contracts in 2004) with small and large pharmaceutical companies.

Pharma Corporation, Lake Success, NY

1994-2000

Pharmaceutical Intermediates and Custom Manufacturing

Products Manager (1998-2000)

Assistant Products Manager (1997-1998)

Marketing Representative (1994-1997)

Pharma Inc., Nutley, NJ

1992-1994

Pharmaceutical Process Development

Assistant Scientist (1992-1994)

Pharma SA Switzerland

1984-1987

Laboratory Technician Trainee (1984-1987)

EDUCATION

XYZ University,

Master of Business Administration, Pharmaceutical Management (2004)

ABC University

Bachelor of Science, Chemistry (1992)

LANGUAGES

Fluent in English and Italian

AFFILIATIONS

Licensing Executive Society

American Chemical Society

DCAT (served on several committees)

Rutgers – Advisory Board Member – Customer

Experience Program (2017-2019)