David D. Plaus, Ph.D.

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C-Level biotech executive steering business development and organizational growth for innovative biotech firms. Adept in negotiation and relationship skills, demonstrated by forming partnerships with large pharma to support all phases of clinical development. Proven ability to raise money privately and publicly including taking a company public. Strong academic foundation in science and business with hands-on project management and research management offer a unique and critical blend of expertise to maximize high-level corporate actions.

Key Competencies

Strategy planning & execution New business development Drug development processes

Financing/fundraising Contract negotiation/closings Startup operations

IPO/Private Placement Alliance management Intercultural communication

M&A High stakes presentations Bilingual (English/German)

Professional Experience

**MEDCHEM, INC.,** San Franscisco, CA 2001 - Present

***Chief Business Officer, 2007-Present***

***Senior Vice President, Corporate & Business Development, 2003-2007***

***Vice President, Business Development, 2001-2003***

Spearhead strategic planning and business development efforts by driving market analysis and contract negotiations to support organizational focus and growth, while actively developing a robust product pipeline from discovery to late-stage clinical development. Direct multi-functional departments across the company, including HR, Operations, IP, Finance and IT, providing training to mid-level managers. Serving as Treasurer since 2004.

* **Secured more than $250M in research and development funding through pivotal role as architect of a $1.5B strategic alliance** with industry leader GlaxoSmithKline that funded development of multiple programs while preserving meaningful rights for ChemoCentryx.
* **Advanced opportunities for growth and revenue as key Executive member of IPO team that generated $57M in net proceeds when company went public in 2012.** Raised additional $64.4M with a follow-up offering that added new, high-quality investors and increased float.
* **Obtained critical research funding (non-dilutive) as lead negotiator for partnership with Forest,** which cemented initial validation for company’s technology platformand led to solid reputation with VCs as a pharma partner and with investors as a good brand name.
* **Raised $138M and ensured strong financial position—maintaining a minimum of 2- to 3-year cash runway**—by partnering with CEO to drive 4 rounds (B through E) of private equity financing.
* **Business manager of multinational clinical trials for late stage clinical development programs; personally visited clinical sites and negotiated agreements with key Clinical Research Organizations,** which led directly to accelerated patient enrollment and on-time/budget completion of trials.

**RESEARCH, INC.** Cambridge, MA 1998 - 2001

***Vice President, Business Development***

Directed efforts to build company presence and enable steady growth through design and execution of a targeted strategy that included championing company assets and opportunities to key business and scientific audiences, particularly large pharmaceutical and biotech firms.

* **Captured a strategic alliance worth $125M with GlaxoWellcome in 4 respiratory fields** by driving and closing high-stakes negotiations.
* **Successfully managed negotiation of $60M development agreement with Eli Lilly** on pulmonary delivery of human growth hormone.

**RESEARCH, INC. (continued)**

* **Earned spot as exclusive pulmonary drug delivery partner for AstraZeneca/MedImmune** by brokering a $50M deal that included Synagis® and other compounds to prevent/treat respiratory syncytial virus infections.
* **Executive team member contributing to the sale of the firm to Alkermes after 18 months of operation resulting significant ROI to the VC.**

**PHARMA ANALYTICS, INC.,** Cambridge, MA 1998

***Associate Director, Business Development***

Directed opportunity sourcing and review, due diligence, business case development, strategic and valuation analyses and transactional activities.

* **Initiated multiple re-negotiations of key alliances** to maximize technology while driving company’s integration processes. Additionally, evaluated/initiated licensing opportunities for genomics technology in Japan.

**REGEN, INC**., Redwood City, CA 1991 - 1996

***Director, Marketing & Business Development, 1996***

***Senior Manager, 1995-1996***

***Manager, 1993-1995***

Led Business Development and Alliance Management spearheading strategy development and implementation.

* **Closed several deals ($500M market potential) with pharmaceutical corporations** and served as project leader on re-engineering effort that reduced development cycle time by 50%.

***Research Scientist & Project Leader***

* **Developed multiple 7-day transdermal drug delivery systems** for a variety of compounds including hormonal, cardiovascular, and central nervous system drugs; all of which went to market.

**UNIVERSITY OF GEORGIA, COLLEGE OF PHARMACY,** Atlanta, GA 1988 - 1989

***Research Fellow***

 Evaluated drug reservoir formation of active pharmaceutical ingredients of Rogaine® as a function of skin depth for The Upjohn Company.

# FRONT CARE, Frankfurt, Germany 1984 - 1985

 Completed internship in public pharmacy in order to obtain license from Pharmacy Board of the State of Hessen.

Education & Certification

**Master of Business Administration,** 1998*Second year honors*

**HARVARD BUSINESS SCHOOL**, Boston, Massachusetts

**Philosophiae Doctor in Pharmaceutical Technology,** 1990 *Summa cum laude*

**J.W. GOETHE UNIVERSITY** – College of Pharmacy, Frankfurt, Germany

**Bachelor of Science in Pharmacy,** 1984 *Magna cum laude*

**J.W. GOETHE UNIVERSITY** – College of Pharmacy, Frankfurt, Germany

**Federal Pharmacy License (Germany)**

Professional Affiliations

Licensing Executive Society

HBS Healthcare Alumni Association