

RESUME SAMPLE | LIFE SCIENCES EXECUTIVE

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C-Suite & Executive Advisor – Collaborative Leader – Technology Enabler

Bold Solutions & Courageous Vision Driving Value Creation from Pre-Clinical to LoE

Executive Committee Member – Global Leader – Rare Disease Expert – ~20 Commercial Launches

Business builder who values pragmatism and simplicity. Combines business acumen with entrepreneurial hustle to set strategy and ensure it is carried out, building trust at all levels to impact meaningful change and create enterprise value. Approachable, people-first leader who creates cultures of continuous learning that encourage divergent perspectives; leverage deep finance experience and passion for emerging technology to identify synergies across disparate domains.

Executive Milestones

- **Growth Strategy:** Navigated acquisition uncertainty and mounting competition to fuel multiple years of double-digit growth.
- **Post-LOE Value:** Realized \$1B in post-patent exclusivity loss, including \$400M through innovative pricing strategy.
- **FP&A:** Overhauled gross-to-net forecasting to reduce quarterly variance by 70% and resolved pricing inconsistencies to deliver \$100M+ of projected annual savings.
- **Transformation:** Pivoted finance organization from struggling in simple operating environment for ultra-rare indication with zero competitors to thriving and award-winning in complex, competitive landscape for rare indication with 9 competitors.

EXECUTIVE LEADERSHIP TRAJECTORY

THERAPEUTICS, Montville, NJ | *Leading rare disease biotech, now a division of Big Pharma*

Head of Business Operations • Date – Present

Strategic thought partner and advisor to the CEO. Member of the executive committee member. Tapped by CEO to drive alignment across R&D, commercial, and supply chain operations. Influence, lead, and advise global leadership team; promote new ways of working and agile, future-facing thinking.

- **Intelligent AI Use:** Envisioned and led execution of application that automates synthesis and collaboration for quarterly C-suite business reviews. Integrated Copilot, taking out hours of non-value-added time for senior leaders.
- **Culture Change:** Evangelized “conquer the chaos” mindset, sharpening focus on inputs and operational rigor to reduce stakeholder fatigue and enable more strategic activities.
- **Innovation:** Selected as Innovation Fellow for spring 2024 accelerator and tapped to judge the following cohort.
- **Alignment:** Aligned leadership KPIs with the broader organization, establishing KPIs and measurement objectives to collapse silos and mobilize teams towards the CEO’s vision and strategic plan.

Head of Commercial Finance • Date – Date

Head of FP&A for global commercial business, \$8B net sales and \$1B in OPEX, ~2K employees globally. Executive thought partner to CXO/senior leadership worldwide. Led US commercial finance, Japan finance and accounting, Company alliance finance, and global business insights. Mentored and developed ~30 FTEs. Extensive pricing, financial planning, budgeting, and risk exposure.

- **Embracing Innovation:** Evangelized adoption of gen AI, influencing or directly generating ~30% of Company-wide business cases. Earned distinction as *Technology Influencer*, contributor to enterprise roundtable.
- **Organizational Development:** Matured US commercial finance team and built nascent commercial insights function. Positioned FP&A as strategic decision partner, recognized with numerous awards and as incubator of top talent.
- **Alliance Management:** Appointed to commercial committee with Company for former Company indication that has since tripled in revenue. Deputized and continue to coach team member who serves as face of the team in meetings.
- **M&A:** Played key role in diligence and integration for multiple transactions, driving towards aggressive synergy targets to create millions in shareholder value.
- **Value Creation:** Identified opportunities to improve revenue by \$100M+ per year. Action plan was accepted and is currently in implementation stages for market access and government pricing.

BIOTECH, Boston, MA | *Rare disease biotech startup acquired by Ionis – NASDAQ: ABCD*

Global Head of FP&A • 4/2018 – 3/2020

Built and scaled FP&A organization, maturing finance infrastructure to launch rare disease therapies BRAND and BRAND. Head of FP&A for commercial and development teams accountable for \$500M revenue, from partnerships and commercial sales, as well as \$300M OPEX across development/commercial, G&A finance, and total company roll-up.

- **Managing Change:** Grew team from zero to 5 while navigating rapid growth, global launches, and challenging partners.
- **Decision Agility:** Delivered holistic business view via creation of customized analytics, plans, and models.

BIOTECH, Boston, MA | *Diabetes biotech start-up that raised \$1.5B – former unicorn valued at \$4B*

Senior Director, Finance – Commercial & Medical Affairs • Jun 2017 – Apr 2018

Recruited to commercialize lead compound for unicorn start-up and navigated through FDA Complete Response Letter (CRL). Established FP&A infrastructure in pre-commercial environment. Devised measures to protect cash reserves by minimizing planned spend by 60% – over \$80M in savings.

COMPANY, Foster City, CA | *NASDAQ: ABCD – Global biotech focused on Virology & Oncology indications*

Head of Commercial Finance, Cardiopulmonary/Rare Oncology • 5/2014 – 6/2017

Manager, Commercial Finance, HIV • 6/2012 – 4/2014

Promoted to lead team of 3 (\$1.7B net sales and \$200M expense) for 4-drug franchise after initially joining as revenue manager for \$6B, 8-drug HIV portfolio. Served as finance business partner to US franchise head. SME for pricing and gross-to-net.

- **Lifecycle Strategy:** Unlocked \$1B in post-LOE value creation and mitigated loss of field force talent.
- **Value & Access Strategy:** Implemented strategy that yielded \$400M+ incremental revenue during final years of exclusivity.
- **Forecast Accuracy:** Reduced quarterly gross-to-net variance by 70%, positioning Company to meet earnings expectations.

COMPANY, INC., San Francisco, CA | *Cloud-based SaaS solution for managing municipal towing operations*

Director, Business Development • 11/2007 – 5/2008: Recruited to ready finance organization for growth and rapidly shifted into market-facing role leading transformation of GTM strategy.

COMPANY, San Francisco, CA | *Part of Group, world's sixth-largest spirits company*

Manager, Brand Planning & Analysis • 3/2010 – 6/2012: Provided reporting and oversight for \$34M in marketing spend.

BANK, San Francisco, CA | *NYSE: ABC – Financial services multinational*

Consultant • 8/2009 – 2/2010: Consolidated division forecasts and variance analyses for technology group with > \$1B spend.

BRAND NORTH AMERICA, Norwalk, CT & San Francisco, CA | *British Multinational Beverage Co, NYSE: ABC*

Manager, Commercial FP&A • 9/2004 – 10/2007: Managed P&L, forecasting, reporting, and pricing for 6-state territory with \$180M annual sales. Built forecast models and sales plans to drive profit growth at 2X rate of volume over multiyear timeframe.

INVESTMENTS, NYC, Hong Kong, & Singapore | *Institutional Asset Manager acquired by Bank*

Assistant Vice President • 2/1998 – 4/2002: Promoted 3X in 4 years. Won 1st-ever CEO Award for outstanding achievements that included opening Singapore operations and most successful launch of a fund management company in Singapore.

EDUCATION & AFFILIATIONS

UNIVERSITY, School of Business – **MBA**, Concentrations in Finance, Management, & Entrepreneurship

UNIVERSITY, City, State – **BA in Sociology**

LAUNCHPAD VENTURES • 2024 – Present

Member of the most active angel investing group in the Northeast.