

Jamie Love PhD, MBA

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Citizen USA & UK dual citizen (able to work and travel easily throughout the USA and EU)

OBJECTIVES

I am seeking senior responsibilities in Corporate/Business Development, Marketing or Intellectual Property utilizing my experience with strategic development and business planning, contracts, patents, negotiations and people management and where my detailed knowledge of biotechnology would be useful.

SUMMARY OF QUALIFICATIONS

- Responsible for business development at four biotech start-ups, consulted for three more and concluded business deals with many biotechs and pharmas.
- Wrote business plans and summaries, met investors, recruited collaborators and partners.
- Conducted negotiations and contract work, including writing, reviewing, editing, and making recommendations on hundreds of agreements.
- Responsible for intellectual property, licensing and technology transfer (in consultation with lawyers).
- Conducted patent searches and provided written opinions about novelty and inventiveness on WIPO applications submitted to the US Patent & Trade Office.
- Created and manage a “virtual company” on the Internet (www.synapses.co.uk/merlin).
- Research in genetics, oncology, immunology, virology, transgenics and evolution.
- Taught a wide variety of subjects. Excellent communication and presentation skills.

EDUCATION

PhD (1990) Department of Biochemistry and Molecular Biology
Louisiana State University Medical Center. New Orleans, LA (USA)
Dissertation: “Avian Repetitive DNA”

MBA (1996) Heriot-Watt Business School
Heriot-Watt University. Edinburgh, Scotland (UK)
Electives in *Negotiations* and *International Trade & Finance*

MS (1981) Department of Biology
Saint Cloud State University. Saint Cloud, MN (USA)
Thesis: “Comparison of Blood Proteins from Allopatric Populations of the American Toad (*Bufo americanus*) by Isoelectric Focusing”

BA (1978) Department of Biology (Chemistry Minor)
Northland College. Ashland, WI (USA) Environmental Sciences emphasis

EMPLOYMENT

Current. Biotechnology Consultant
Synapses (synapses.co.uk) United Kingdom

- Managing Director for a biotech startup. Analyzed IP, conducted market research, developed business strategy, wrote business plan and presenting to investors.
- Conducted prior art searches and freedom to operate analysis for several clients.

May 2008 to August 2009. Business Development Entrepreneur
Division of Pathway Medicine, University of Edinburgh, Edinburgh, United Kingdom

Identified opportunities within the Division's core research programmes and sought to develop a portfolio of business opportunities and continued funding streams promoting the academic-commercial interface.

- Key role in communicating and coordinating contractual matters with the University.
- Sought new sources of funding for research initiatives and prepare major project proposals.
- Conducted IP searches for prior art and freedom to operate.
- Developed business plans and assisted with grant applications.
- Managed the Division's commercialization budget, reporting duties and operational planning of agreed targets defined by Scottish Enterprise (Scotland's Regional Development Agency).
- Coordinated activities between the Division and Edinburgh Research and Innovation (the University's technology transfer and business unit).

2007 to 2008. Search Professional

Cardinal Law Group, Evanston, IL (telecommute)

Conducted patent searches and wrote opinions for WIPO applications. Searched several databases including WEST (Web-based Examiner Search; this is the search tool patent examiners use at the USPTO), DialogPRO, Entrez PubMed, Medline and Google Scholar. Had access to important proprietary information (unpublished USPTO applications as well as the WIPO applications I review), so I was fingerprinted and background checked.

2006 to 2007. Business Development

Multispan Inc. Hayward, CA

Multispan offers products (cell lines) and services in the field of GPCR (G-protein coupled receptors) both "off-the-shelf" and custom (CRM/CRO).

- Advised CEO on all business matters and decisions by providing fundamental financial and transaction analysis to support negotiations and assess financial and strategic attractiveness of different deal structures.
- Organized, reviewed, rewrote and gave advice to CEO on all contracts (CDAs, MTAs, consulting agreements, license agreements, service agreements, etc.).
- Generated leads and quotes, visited potential clients to explain our offerings and advantages, negotiated contracts, agreements, etc.
- Project Manager overseeing four PhDs and coordinating R&D for our clients and collaborators. Oversaw SOP development, QA/QC coordination, etc.

2001 to 2005. Director then Vice President of Business Development & Marketing

Mergen Ltd. San Leandro, CA

Mergen was a pre-IPO biotech company that manufactured (CMO) and provided service (CRO) for oligo-based microarrays.

- Advised CEO on all business matters and decisions (contracts, marketing, finance, etc) by providing fundamental financial and transaction analysis to support negotiations and assess financial and strategic attractiveness of different deal structures.
- Organized, reviewed, rewrote and gave advice to CEO on all contracts (CDAs, MTAs, consulting agreements, license agreements, service agreements, etc.).
- Organized the acquisition (marketing, sales, customer service and overall business) of a DNA sequencing company, allowing Mergen to expand its services.
- Wrote detailed business plan explaining the "New Mergen" as we sought series B funding.
- Coordinated our sales team, found new leads, visited potential clients to explain our technology and advantages. Developed collaborations and partnerships. Negotiated deals.
- Created marketing materials (booth, brochures, presentations, print advertisements).
- Organized conferences, presentations and exhibits (arrange shipping, drayage, etc.).
- Oversaw the service side of the company assisting clients in designing their experiments.
- Managed projects, scientists and technicians by developing "work-flow path", timelines, handovers between departments, developed SOPs, QA/QC coordination.

- Managed our patent portfolio (three issued and several pending), assisted lawyers and agents to prepare and prosecute patents. Coordinated and communicated with lawyers regarding infringement defense, depositions, searches for prior art, etc.
- Reviewed the relevant patents and papers to make plans, consider in-licensing and alternatives.
- Managed product development (from line extensions to new products) by coordinating the collection of premarket data as well as negotiating co-development and co-marketing opportunities, then designing the experiments to validate the technology.
- Introduced new technologies for our production and research labs. Coordinated and designed experiments to test new materials and equipment.
- Negotiated prices, contracts and agreements with suppliers. Handled all problems arising.
- Organized the activities of three departments (Production, Service and Data Analysis) and Accounting.

**2000 to 2001. Director of Business Development
MandalMed Inc. San Francisco, CA**

- Wrote business plan, grant applications etc. Met with investors and presented.
- Negotiated in-licensing, contracts and services.

**2001 to present (part-time). Adjunct Associate Professor
University of Maryland University College, MD (telecommute)**

Via distance learning teach "Selection and Evaluation of Biotechnology Projects" to students working towards a Master of Science in Technology Management. This course applies the methodologies of technology assessment, project management and data auditing within the area of biotechnology.

**1997-2000. Teaching Associate
Department of Biology. Napier University. Edinburgh, United Kingdom**

Responsible for developing the department's distance learning modules, coordinating half a dozen peers (PhD scientists and lecturers).

Sole instructor for Genetics and shared teaching parts of Biochemistry.

**1997-1998. Laboratory Consultant
Ross Breeders Ltd. Newbridge, Midlothian, United Kingdom**

Developed a high throughput (6000 samples per month) PCR-based screening procedure to detect avian retroviruses in the blood or feathers of chickens.

**1997. Associate Professor
Saba University School of Medicine. Saba, Netherlands-Antilles**

Sole instructor for Medical Genetics and shared teaching parts of Physiology and Biochemistry.

**1996 to present (part-time). Creator, Director and Sole Proprietor
Merlin Science, <http://www.synapses.co.uk/merlin> (telecommute)**

I have written self-paced, self-learning "hypertextbooks" in Chemistry, Astronomy and Genetics specially designed for home schoolers and other distance learners which I sell over the internet. This project requires not only my skills as a science writer and teacher, but also considerable "e-business knowledge" for the creation, marketing and administration of this business.

**1994-1996. Post-doc. Surgery/Urology
Western General Hospital & University of Edinburgh. Edinburgh, United Kingdom**

Characterized and isolated growth factors responsible for the development of prostate bony metastasis. Developed bioassays (tissue culture). Purified proteins.

**1994-1996. Lecturer (part-time)
Department of Biology. Napier University. Edinburgh, United Kingdom**

Sole instructor for Bio-Medical Investigations and Pathobiology.

1990-94. Post-doc. Reproduction and Development

Roslin Institute (Edinburgh). Roslin, United Kingdom

Created transgenic chickens by DNA microinjection. Team member in chick embryo culture. Independently and exclusively provided all molecular biology support.

1986-1990 Research and Teaching Assistant (part-time as a graduate student).

Department of Biochemistry. LSU Medical Center. New Orleans, LA

Used a variety of techniques in protein chemistry and genomic analysis to determine phylogenetic relationships with an emphasis on studying repetitive DNA in birds.

Taught and tutored Biochemistry to Nursing students.

1985-1986. Research Assistant. Genetics

Center for Reproduction of Endangered Species - San Diego Zoo. San Diego, CA

Studied the molecular evolution of alpha-globins in the horse family using a wide variety of molecular genetic techniques (Southern, *in situ* hybridization, *etc.*).

1984-85. Research Assistant. Virology

University of California Medical Center. San Diego, CA

Identified changes in the population dynamics of cytomegalovirus in various types of leukocytes collected from gay men infected with HIV. Cultured viruses.

1983-84. Research Assistant. Hematology

Scripps Clinic and Research Foundation. La Jolla, CA

Raised and purified MAbs. Used them to analyze the enzymology and immunochemistry of phosphofructokinase from humans and dogs.

1982-83. Research Assistant. Gene Mapping

The Agouron Institute. La Jolla, CA

Using *in situ* hybridization, determined the position of oncogenes and sites of integration of retrovirus on human and ape chromosomes.

Created and maintained primary cell cultures from a variety of human tissues and maintained cell lines under BSL-3 containment (culturing HTLV-1).

1981-82. Research Assistant. Human Cytogenetics

University of Minnesota. Minneapolis, MN

Identified chromosomal rearrangements involved in leukemia. Cultured, synchronized, and harvested cells from patient's peripheral blood and bone marrow. G-banding.

1976-1981. (summers) Work Crew Leader.

National Park Service Apostle Islands National Lakeshore, WI

Taught "Astronomy" and "Environmental Studies" to high school students (14-18 year olds) as part of the Youth Conservation Corp's Education Section. All of the teaching was in the field (often literally!)

1975 (summer). Student Assistant. Park Ecology

Sigurd Olsen Institute of Environmental Studies. Ashland, WI

Conducted exploratory field/ecology surveys of the Apostle Islands National Lakeshore: vegetation and soil inventories, wildlife surveys (the only experienced herpetologist in the team) and species checklists.

PATENT APPLICATIONS

“Reverse Transcription on Microarrays” Priority Date Oct 4, 2002

Inventors: Peng, Allan; Love, James Robert Jr.; Hu, Qianjin

United States Patent Application #20040067492, WO 2004/033629 (PCT/US2003/030116)

“Multi-array System and Methods of Use Thereof” Priority Date Mar 28, 2003

Inventors: Hu, Qianjin; Peng, Allan; Love, James Robert Jr.

United States Patent Application #20040248287, WO 2004/087323A1 (PCT/US2004/009304)

“Polynucleotide Sequences and Polypeptides of Particular Secreted and Membrane Bound Proteins Overexpressed in Certain Cancers” Priority Date Feb 13, 2003

Inventors: Hu, Qianjin ; Peng, Allan; Liu, Bin; Love, James Robert Jr; Hao, Xiaofeng; Ren, Min; Sheng, Zhumei

United States Patent Application #20040175744, WO 2004/074506A2 (PCT/US2004/003030)

SELECTED PUBLICATIONS

Love, J., Gribbin, C., Mather, C., and H. Sang. 1994. “Transgenic Birds by DNA microinjection.” *Bio/Technology*. Vol12#1:60-63.

Love, J., and P. Deininger. 1992. “Characterization and phylogenetic significance of a repetitive DNA sequence from Whooping Crane (*Grus americana*).” *Auk*. Vol109#1:73-79.

Love, J., and P. Deininger. 1991. “Hybridization selections using immobilized DNA to enrich for clones unique to a library.” *Biotechniques*. Vol11#1:88-92.

Page, D., Harper, M., Love, J. and D. Botstein. 1984. “Occurrence of a transposition from the X-chromosome long arm to the Y-chromosome short arm during human evolution.” *Nature*. Vol311:119-123.

Harper, M., Franchi, G., Love, J., Simon, M., Gallo, R. and F. Wong. 1983. “Chromosomal sublocalization of human c-myb and c-fes cellular oncogenes.” *Nature*. Vol304:169-171.