

## STEPHEN RUNDLETT

BIOANALYTICAL SUPPORT FOR DRUG DISCOVERY

### PROFILE



### OBJECTIVE/ PROFILE

Innovative marketing and sales executive with extensive scientific background, leadership and management skills with proven success in driving significant revenue and profitability within the CRO industry through rapidly identifying challenges clients face in execution of clinical programs, prioritizing effective solutions, providing high value to clients and facilitating the drug discovery process.

### EXPERIENCE

#### **Director, Bioanalysis and Biomarker Programs • Intertek Pharmaceutical Services • 2018 – Present**

Develop and oversee strategic marketing, sales and operational plan for the biomarker franchise. Provide scientific and regulatory support to clients in their need for fit-for-purpose biomarker analysis using a variety of LBA and LCMS platforms. Drive innovative operational support to maximize client responsiveness and profitability.

#### **Business Development Manager • Intertek Pharmaceutical Services • 2017 – 2018**

Consulted clients in addressing their needs for Bioanalytical assays supporting small molecule, peptide, nucleic acid and large molecule therapeutic programs.

#### **Senior Director, Global Business Development • Eurofins Scientific Bioanalytical Services • 2012 – 2017**

Strategically managed global team of up to 12 direct reports supporting sales of Large Molecule Immunogenicity, Pharmacokinetics, and Cell-based and Biomarker analysis. Managed team of up to 8 direct reports in supporting sales of drug discovery products and services including those supporting Ion Channel, GPCR, and Kinase programs. Provided sales forecasting to business and collaborated with business leadership on tactical strategies to maximize profitability.

#### **Technology Manager - Multiplex and Flow Cytometry • EMD Millipore • 2010 – 2012**

Responsible for development, communication and execution of tactical strategies to meet Marketing and Sales goals in support of Flow Cytometry and Luminex Multiplexing businesses. Partnered with global senior sales leadership to drive global strategic and tactical plans supporting multiple new product line launches. Developed and executed several successful Sales trainings through a focused approach consistent with market position and competitive landscape. Provided direct field sales support to enforce training and drive revenue.



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## SKILLS

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Developing innovative solutions to address client needs.

Utilizing extensive knowledge base in bioanalytical techniques to prospectively identify potential challenges.

Working within complex organizations to find optimal solutions.

### **Field Application Scientist • EMD Millipore • 2006 – 2010**

Partnered with account managers and other Sales specialists to drive sales within academic and pharmaceutical accounts through providing field support to meet revenue goals. Supported Sales of Flow Cytometry and Luminex hardware and consumables through performing technical seminars, demonstrations and minor hardware repair. Provided technical support to account managers and other Sales specialists for sales of Antibodies and reagents supporting ES and Adult Stem cell culture and analysis.

### **Product Manager • Gentra Systems • 2005 – 2006**

Provided oversight of product development, marketing, sales and distribution of nucleic acid purification products. Developed global marketing and sales tactical strategy to drive expansion of hardware and consumables in multiple markets.

### **Principal Investigator of Regenerative Medicine • Athersys Inc • 1998 – 2005**

Managed technology transfer for Multipotent Adult Stem Cell (MAPC) technology for GMP applications, protein expression in mammalian, insect, and prokaryotic expression systems purifying over 20 enzymes to greater than 20 milligram scale using standard and affinity chromatographic techniques. Co-invented RAGE technology which facilitated gene-overexpression resulting in multiple patents and manuscripts on applications of the technology. Execution and management of several HTS campaigns using a compound library >100,000 compounds leading to the identification of lead series inhibitory compounds.

### **Post-Doctoral Research • ULCA • 1993 – 1998**

Biochemical purification and characterization of yeast histone deacetylases. Pioneered work on the relationship between histone acetylation and gene expression which has been cited in over 2,000 publications and patents.

## EDUCATION

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**Ph.D. Molecular and Cellular Biology • 1993 • University of Arizona**

**B.A. Chemistry (Biochemistry Option) • 1988 • California State University Northridge**



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