

Summary of Experience

Alan has 25 years of experience and success in senior leadership positions in the contract research and biopharmaceutical industry. He is currently Vice President of Global Operations for Triad Ventures working to bring to market a promising alternative treatment for a significant unmet patient need in the cardiovascular area. Alan is also the Managing Director of Donard Consulting, focused on fund raising and go-to-market strategies for pharmaceutical companies and the medical device space. Prior to joining Triad, he was Vice President and Chief Marketing Officer (CMO) at Kendle responsible for global sales and marketing. He originally joined Kendle in 2003 as Vice President of Operations for EMEA. During this time, Alan opened up several new offices in Africa, India and Eastern Europe. In 2006, he was part of the team responsible for the Charles River acquisition by Kendle and led the integration of this new business across the European region.

Between 2007 and 2008, Alan was the Chief Operating Officer at Synexus, a specialist in patient recruitment for clinical trials. He spent a year helping build the Brand across several geographies and was also part of the team responsible for taking the business private in November 2007. Alan rejoined Kendle as CMO in April of 2008.

Between 1985 and 2003, Alan worked for Procter and Gamble Pharmaceuticals and held several senior sales and marketing positions both in the UK and US. In 1995, he was responsible for defending the market leader in the UK osteoporosis market against a significant market entry. Between 1996 and 2000, Alan worked in the US heading up the customer marketing team and was responsible for the successful launch of a multi-billion dollar drug into the US market in 2000. Between 2000 and 2003, Alan was the Commercial Director for the UK and Ireland business.

Selected Accomplishments

- Serving as senior strategic advisor to a wound care products firm's management team.
- Played a leading role in the transfer of public company to a private holding which included a full assessment of potential buyers and extensive due diligence of all key business areas.
- Led the execution of the first global study for a leading patient recruitment company that included the setting up of a major pre-screening program across 4 geographies.
- Led the global Phase 1 business at Kendle including specifically the return of the Utrecht unit to profit and leading the assessment and upgrade of the Morgantown facility.
- Led the acquisition of the Charles River Laboratories in Europe working across 12 geographies to integrate 500 people in 15 separate offices which added 50% to revenue.
- Accountable for delivering record sales and profit growth for Kendle across Europe, Africa, India and Australia.
- Brokered a deal with a major pharmaceutical company to acquire a \$50 million brand for Procter and Gamble and successfully grew the product despite generic competition.
- Led the launch of Actonel, a multi-billion dollar brand for the treatment of osteoporosis that included the management of a strategic partner (Aventis) as well as the execution of the sales and marketing plans across all key customer channels.
- Managed the customer marketing channels for all key pharmaceutical brands at Procter and Gamble in the US resulting in a 30% growth of the business.
- Led the launch of the first active osteoporosis treatment in the UK and led the defence of the brand 4 years later against a major competitor.
- Managed two successful co-promotion deals with 3M and Pfizer.

Educational Background

BSc (Hons), Pharmacology, University of Bath