

HARRY KEIFER

SENIOR MANAGER: PRODUCT DEVELOPMENT

Dynamic management professional with extensive experience directing research and product development, key projects, and competitive intelligence assessments for the biomedical research industry. Successful leading R&D teams in researching, developing, and launching new biomedical products to market. Excel at identifying and securing new business/patent opportunities. Highly effective at leveraging database tools and patent/technology assessments to competitively position products for maximum growth. Proven ability in managing all aspects of new product development from prototypes and clinical trials to commercialization. Strong track record facilitating corporate start-ups/acquisitions and complex projects.

CORE LEADERSHIP COMPETENCIES

R&D Team Leadership & Collaboration	Entrepreneurial / Start-up Situations
Database Management	Leveraging Strategic Partnerships
Project Coordination & Execution	Strategic Marketing Research
New Product / Market Development	IP Patent Development & Management

PROFESSIONAL EXPERIENCE

ORGANIC, INC.

2006 – 2009

Senior Technology Assessment Officer

Leading firm specialized in regenerative medicine with annual sales of \$65 million.

Led operations supporting all patent and technology assessments as well as competitive intelligence for the corporation. Founded and chaired cross-functional CI Committee. Performed SWOT, pre-launch, technology and commercial assessment analyses to provided insight to competitor's products. Assisted research staff in completing four new patent and C-I-P filings for regenerative medicine technology.

Selected Achievements

- \$2 million contract secured to assist the company's R&D arm to conduct early commercial development of new wound care therapies for the DoD/AFIRM.
- Increased the dissemination of competitive intelligence by designing and deploying a MS SharePoint-based competitive technology and business intelligence knowledge portal system for companywide access.
- Secured several out-licensing/in-licensing opportunities by initiating NPV and P&L analyses of new regenerative medicine, hard/soft tissue, and wound care products vital to identifying and winning new business.

SCIENCES, INC.

2005 – 2006

Staff Scientist

Supplier of immunochemicals for life science research with annual sales exceeding \$3 million.

Served as a Staff Scientist responsible for providing inside technical sales and marketing support. Expanded database of products and created new product datasheets / labels to enhance marketing promotions.

Selected Achievements

- 20% boost in sales by developing and securing new business opportunities with suppliers and original equipment manufacturers.
- Optimized website presence by providing technical support for internet sales and marketing research

BIOSCIENCES, INC.

2003 – 2005

Program Leader, Tissue Engineering

Clinical-stage cell therapy company with \$1 million in annual sales.

Managed day-to-day operations for GLP-level clinical and pre-clinical research development programs for spine fusion and cartilage regeneration. Supervised and trained four direct/indirect reports. Tracked and managed program budget requirements in support of successful FDA and foreign regulatory submissions. Created pre-launch product brochures and business prospectus for cell/scaffold-based spine fusion, bone repair, and soft tissue products.

Selected Achievements

- Generated significant revenue growth by developing and launching new medical device and adult cell-based combination biologic products per FDA QSR standards, ISO regulations, and design controls.
- Successfully shaped target product profiles and claims by leveraging market research to develop TPP for new types of cardiovascular and injectable, percutaneous cell/scaffold cartilage repair products.
- Secured new clinical trial site recruitments by serving as a Medical Science Liaison to promote engagement of trauma and spine surgeons as well as other KOLs.
- Increased market potential by leading efforts to develop and promote a new product line consisting of an injectable cell/scaffold percutaneous cartilage repair treatment.

HOSPITAL**1990 – 2003****Associate Professor, Orthopedics & Surgery (Research)***Medical research academic institution.*

Provided leadership and support in both basic and translational medical research. Managed four direct reports. Filed U.S. and foreign patent applications of translational research performed at academic research laboratories. Headed a consulting firm for cell-based diagnostic assays.

Selected Achievements

- Successfully authored and published more than 30 peer-reviewed publications in the field of endocrinology, orthopedic regenerative medicine, and wound repair.
- Supported several clinical trials for potential new therapeutic treatments by leading a R&D team in securing financing for basic research and training activities supporting reproductive and regenerative medicine and wound repair.
- Founded and financed a series of start-up companies for development of patented technologies to conduct extracellular matrix-based high throughput cellular assays for drug screening, cell therapy, and stem cell support.

EDUCATION

- **Master of Business Administration,**
- **Ph.D. in Biochemistry,**
- **B.Sc. in Biochemistry,**

PROFESSIONAL AFFILIATIONS

- Member, Project Management Institute
- Member, Tissue Engineering and Regenerative Medicine International Society
- Member, Society of Competitive Intelligence Professionals
- Member, Product Development and Management Association