

# PATRICK F. TERRY

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## Executive Position

Proven, award winning, and forward-thinking entrepreneur with 20 years of experience delivering cutting-edge solutions in rapidly growing life science environments. Founder of dozens of novel biotechnology companies and transformative organizations around the world. Driven to support the betterment of humanity through delivery of new biological insights, scientific developments, and technological advancements. Extensive experience building diverse cross-functional teams to achieve the goals and objectives of the organization.

### *Areas of Expertise:*

Product Development ♦ Go-to Market Strategy ♦ Organizational Leadership ♦ Business Development  
Sales & Marketing ♦ Commercialization ♦ Strategy Execution ♦ Budgeting / P&L ♦ Alliance/PMP/Project  
Management Training ♦ Proteogenomic Research ♦ Clinical Care Delivery ♦ Highly Matrixed Functions

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## SELECT CAREER HIGHLIGHTS

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SOMALOGIC, INC., Boulder, CO (Exit: SPAC Merger 2021) 2019 – 2021

### **Chief Commercial Officer**

Recruited to advance the new commercial initiatives of this twenty-year-old private proteomics R&D company.

- Crafted and operationalized multi-channel clinical strategy for their R&D proteomics asset.
- Built and mentored a 20-member team into a highly adaptive, cohesive, and innovative commercial group.
- Played an integral strategic role in operationalizing \$150M pharmaceutical partnership investments.
- Secured a novel strategic partnership with a Japanese conglomerate for international market creation.

MEMED DIAGNOSTICS., Haifa, Israel (Exit: IPO 20XX) 2012 – 2021

### **Co-Founder, Board Member, & Chief Commercial Officer**

Established a personalized medicine infectious disease biotechnology startup company based on technology created in Israel that creates rapidly developing and commercializing revolutionary solutions to infectious diseases with antibiotic resistance. Secured tens of millions of investment capital and DoD funds for the startup. Guide, mentor, and support a growing international management team. Continue to serve as a Board Member and Business Advisor.

- Independent FDA-clear PoC platform technology, commercially launched globally.
- Co-designed an innovative blood test that allows for rapid diagnosis of infection, thereby targeting antibiotics.
- Achieved recognition by the World Health Organization for pioneering solutions that will impact million lives.
- Scaled the organization from a 4-person startup to a successful private company now valued at over \$1.8B.

INIVATA UK LTD., Cambridge, UK / Raleigh, NC (Exit: Acquired) 2015 – 2019

### **Co-Founder, Independent Board Director, Chief Commercial Officer**

Co-founded a new personalized medicine biotechnology startup out of Cambridge University and secured the needed risk capital funding and international investor buy-in to enable the company's successful launch InVisionFirst®

- Successfully created a U.S. CAP/CLIA laboratory to commercialized the company's cutting-edge technology (cfDNA) around the world, to include Medicare reimbursement in just four years.
- Played a key role in helping the company rapidly develop and commercialize revolutionary blood-based solution for oncology, thereby replacing invasive tissue biopsies as the new standard for cancer detection.
- Drove rapid company growth, reimbursement, and availability of genomic technology to people with cancer.

TECHNIC SOLUTIONS, Bethesda, MD / Cambridge, MA (Exit: Acquired) 2008 – 2012

### **Founder, CEO, & Personalized Medicine Division Head**

Consultant to 85+ multi-national life science client organizations in the area of applied science commercialization.

- Facilitated transitional activities following the acquisition of consulting company by Scientia Advisors.
- Created a recognized center-of-excellence for management consulting in the business community.
- Managed many multinational commercialization projects in Rx/Dx/MedTech/Digital Health.
- Managed a diverse and growing client base that enable Scientia Advisors to be acquired.

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GENOMIC HEALTH, Palo Alto, CA / Geneva, Switzerland (Exit: Acquired) 1999 – 2008  
**Co-Founder, Director, & External Alliance Manager**

Created a new biotechnology company to drive precision medicine in better supporting patients living with cancer. Secured \$155M in venture capital during a Silicon Valley recession. Leveraged a data-driven and personalized approach to medicine to develop continuously disruptive solutions in the management of clinical oncology.

- Successfully organized 800+ stakeholder groups across the United States into one diverse community focused on transforming personalized medicine approaches and patient experiences.
  - Enabled advances in innovation that previously averaged 20 years to clinical adoption in just over five years.
  - Educated and trained the cancer community in adopting a new treatment paradigm (OncoType DX®) that has saved millions of individuals from experiencing ineffective cytotoxic cancer treatments.
  - Recognized for developing a new commercial paradigm for enabling the delivery of personalized medicine.
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## ADDITIONAL CAREER HIGHLIGHTS

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**President & CEO / Board Member**, GMPO Orphan (Exit: Acquired)

- Secured the novel compound and necessary funding to bring a rare disease therapy (Wilson's Disease) to multi-centered international clinical trials.

**Co-Founder & Chairman**, Personalized Medicine Coalition & European Personalized Medicine Association

- Created functioning multi-stakeholder coalition of multiple different industries to create a business enterprise, policy, and legislation to support the personalized medicine industry, coalitions that remain influential today.

**Co-Founder, Chairman, & CEO**, PXE International

- Founded a research foundation to address PXE, a rare genetic disease and created multiple incentives to drive research and subsequent global treatments.

### Additional Career Experience:

**Chief Commercial Officer**, Claritas Genomics, Inc., Cambridge, MA (Exit: Acquired)

**CEO**, Gray Group Ventures, Ltd., Washington, D.C. (Exit: Acquired)

**Business Advisor, Managing Director, Reviewer, Notary, Licensed General Contractor, & Certified Engineer**

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## EDUCATION & TRAINING

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**Software, Sales Manager, & Administrator Training** | SFDC Salesforce.com

**PCR & RT-PCR Laboratory Training** | National Institutes of Health

**Biotechnology & Laboratory Tech Training** | University of Massachusetts

**BioEngineering** | University of Maryland Boston

**Engineering** | SUNY New York University Empire State

**NICET Certified Engineer** | National Institute of Certified Engineers

**Computer Aided Design & Engineering** | Henry Abbott Technical School

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## HONORS & AWARDS

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2016 U.S. Member of the Red Bull® Dolomittenman Alps Endurance Race

2015 Executive Award: Advancing Personalized Medicine Excellence | Executive War College

2014 Leadership Commendation | United States Hang Gliding & Paragliding Association

2013 Personalized Medicine Leadership Recognition, Harvard Personalized Medicine Congress

2013 Innovator Award: Advanced Molecular Diagnostics in Clinical Care | Executive College

2012 Outstanding Lifetime Achievement Award | Henry Abbott Technical School

2006 Courage Award: Battling Disease | Dutch Royal Family, The Netherlands

2005 Leadership Award: Excellence in Advancement of Clinical Genomics | Healthcare Congress

2004 International Utility Patent Awards | ABCC6 Gene / PXE Treatments

*Publications (+100), advisory groups, references, volunteer positions, and board memberships upon request.*