

Dr. Harald Jainta

SUMMARY

"Harald is a proven business development executive who works tirelessly to get transactions completed. He is a straight shooter that does what he says and executes accordingly. Harald is also a wonderful relationship builder with an extensive network within the industry. I would highly recommend Harald on any key assignment and/or transaction."
(Banks Bourne, Bourne Partners, Charlotte, NC, USA)

PROFILE & CORE COMPETENCES

Highly advanced expertise in therapeutic options in **neurology**, in **rare diseases** as well as in other indications;
Currently working as a Senior Vice President and member of the board; **international horizon** with **multi-cultural skills**;
More than thirty years of professional experience in well-established and renowned **specialty pharmaceutical enterprises**;
Broad experience in **development, project management, licensing, business case** compilation, **financial evaluation** and **negotiation** of pharma deals;
Overseeing the complete worldwide landscape of new product opportunities in **neurology** and neighboring therapeutic indications with **contacts to key opinion leaders** and leading industry players around the world;
Additional business excellence in **branded generics, new chemical entities, biologics, bacteriophages, repurposing/repositioning, MedTech, diagnostics, digital health** as well as other **beyond-the-pill technologies** in neurology

TRACK RECORD

1993 – 1999: Project Management of an NCE co-development of ASTA Medica AG (Germany) & Wyeth-Ayerst Research (USA), global development of an anti-epileptic from drug lead definition until phase IIIb of clinical testing (INN: Retigabine);
Project Management of three NCE projects (CNS) reaching first-dose-in-man as critical clinical milestone;
2001 – 2004: Development of several modified release formulations for proprietary drugs in pain and epilepsy;
2001 – 2004: In-licensing of proprietary and generic products (e.g. Merck, Germany; Astra Zeneca, Sweden);
2003: Restructured a new company on a green field approach followed by the divestment negotiations with private equity and strategic investors;
2005: Established a new Drug Development Business Unit;
2006: Created a new Business Development Department;
2005 – today: In-licensing of more than 50 products
Successful portfolio renewal by in-licensing CNS drugs and generating short-term revenues up to a "New Product Ratio" of >50 % of the total sales within 5 years (e.g. with Servier, France; Biocodex, France; Zogenix, USA; Neurim, Israel; Pozen, USA);
Network within digital health and Beyond-the-Pill technologies

WORK EXPERIENCE



10/2021 – today: Freelancer: @qmc-med.com

05/2005 – today: Direktor / Senior Vice President New Business
at **Desitin Arzneimittel GmbH** (Hamburg, DE); **16 years**

Established a global licensing network and a professional liaison management with strategic partners in pharma, MedTech and biotech;

Performed in- and out-licensing projects as well as selection of new product development in full responsibility;

Reached about 50% of current turnover with NewBizz projects;

Created concepts for a long-term, strategic development of the company;

Supervising in-house staff (up to 50 people incl. 25 academics)

07/2004 – 04/2005: Head of Business Development

at **Haupt Pharma AG** (Berlin, DE); **1 year**

Evaluated and implemented a new business segment;

Strengthened internationalizing the group;

Actively performed M&A projects;

Searched and acquired for new development projects;

Managed strategic development projects

09/1988 – 03/2004: Several Positions incl. Member of the Board
at **Arzneimittelwerk Dresden** (Dresden, DE; AWD) & **ASTA Medica AG** (Frankfurt, DE; following acquisition of AWD in 2000); **16 years**

Member of a restructuring team with responsibility for a divestment program including private equity and strategic investors;

Headed a division of 100 employees in R&D and Quality Management;

Project management of a variety of NCEs, specialty products, generics, manufacturing transfer projects;

Founded a department of Pharmacokinetics & Metabolism

ACADEMICAL EDUCATION

1994: Degree as Dr. rer. nat. (*magna cum laude*)

1991 – 1993: Experimental work for dissertation

1988: Degree as biochemist (diploma)

1983 – 1988: Study of Biochemistry at the University of Leipzig

MANAGEMENT EDUCATION

2002 – today: Member of Pharma Licensing Club Germany

2003: Member of a Task Force on Regulatory Affairs
Ministry of Health (BMGS, Germany)

2003: Assessment Centre PLIVA (GITP, Belgium)

1998 – 1999: Development program of ASTA Medica AG

1998: Assessment Centre Degussa AG

1995 – 1997: Personal development program of Degussa AG

constant: Improvement of all professional skills required in industry and in alliance management worldwide by every day doing and a significant personal acceptance in the health-care community; learning is the driving improvement force for innovation.

PRIVATE ENDEAVOURS

Nature conservation contributions by systematic studies of the plant genus *Lithops* in the natural setting in southern Africa
Book author of a scientific monograph: "Wild Lithops", Klaus Hess Publishers, 2017: www.wild-lithops.com;
More than 30 scientific articles about the genus *Lithops*;
Several lectures about the genus in Germany, in Prague (CZ), in Manchester (UK) and in Pretoria (RSA);
Twenty extensive field trips in South Africa, Namibia, Botswana and Lesotho;
Plant and animal photography;
Traveling through South African nature

OTHER SKILLS

Languages:

German: native

English: bilingual fluency

Polish, Russian & Afrikaans: basics

Computer Skills:

MS Office: Word, Excel, PowerPoint

macOS Office: Pages, Numbers, Keynote

GoogleEarth & GPS applications

Jimdo

SERVICES

My services are aimed for:

- Visionary **start-ups**, **biotech** as well as **medtech** looking for pharma expertise
- **Business Angels** and **investment companies** who need due diligence support,
- **HealthCare developers** who require conceptual support
- **Entrepreneurs** who want to apply for funding
- **Players** who like to **network** with specific pharma partners

FIELDS

My passion belongs to:

- **Pharma development**
(repurposing, repositioning, Orphan, NCE, NBE)
- **Digital Health**
(liaison with pharma, DiGA, IoT's for compliance)
- **Business development**
(licensing, from teaser to contract, alliance management)
- **Diagnostics**
(pharmacogenetics, point-of-care assays)
- **Microbiome therapies**
(microbiota, bacteriophages)
- **Ethnobotany**
(plant-derived actives & herbs from southern Africa)
- **Innovation management**
(process optimization, controlling, reporting tools)
- **Coaching**
(interim management and sparring for NewCo's)