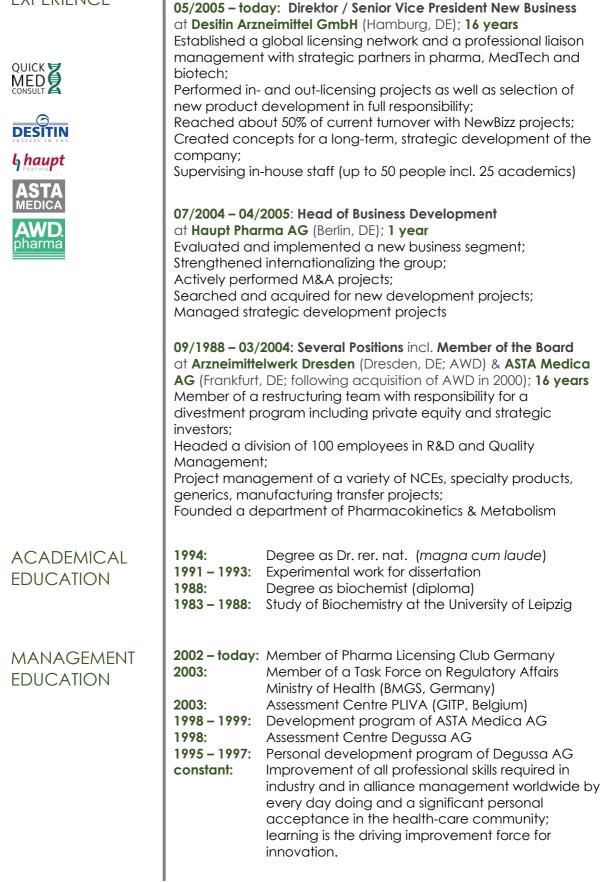
Dr. Harald Jainta

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 IIb 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 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: @gmc-med.com

PRIVATE ENDEAVOURS	Nature conservation contributions by systematic studies of the plant genus <i>Lithops</i> 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 <i>Lithops</i> ; 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)