



**Sarah A. Haecker, PhD**  
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 612.202.6805 | shaecker@celltherapygroup.com

**PROFILE** Successful Senior Executive, skilled in Corporate Development including Business Development, Strategic Planning, Commercialization, Corporate Communications, Market Assessment, Public Relations, Product Development and Project Management committed to building the Regenerative Medicine (ReGEN) Industry. Sound knowledge of and broad network in the stem cell, tissue engineering, regenerative medicine and cord blood banking industry sectors.

Blends scientific expertise in regenerative medicine, gene and cell therapy, translational medicine and stem cell applications in drug discovery with business expertise and concurrent training in bioethics. A strong and detailed understanding of intellectual property: patent prosecution, strategy, and process. As a senior team leader with skills including transactional management, operational oversight, and sound scientific insight, she is able to impact and commercialize cutting edge technologies in the broad field of regenerative intervention and innovation.

Highly entrepreneurial thriving in the emerging sector, creative, emphatically motivated, self – starting, versatile, and strongly committed to **progressive** and **innovative biological design**.

## PROFESSIONAL EXPERIENCE

**The Cell Therapy Group, Vancouver, BC** **Present**  
 Director, Regenerative Medicine Business

**Orasi Medical, Inc, Minneapolis, Minnesota** **Present**  
 Vice President, Business Development

**Haecker Consulting, Minneapolis, Minnesota** **2007-2009**  
 Biomedical and Regenerative Medicine Business Consultant  
 Strategic Corporate Development, Business Development, Technology Analyst,  
 Venture, Market Assessment, Communications, Public Relations

### *Select Clientele*

**F. Hoffman La Roche**  
**Global Alliances: Pharmaceuticals Division Pharma Partnering**  
**Basel Switzerland**  
 Strategic Advisor  
**Project:** Cell Based Therapeutic Business Strategy and Planning for Roche Centre of Excellence

**Pfizer, Inc**  
**Corporate New Business Development**  
**New York, New York**  
 Strategic Advisor  
**Project:** Entry Point into the Stem Cell | Regenerative Medicine Industry

**Circle Biologics, LLC**  
**Minneapolis, Minnesota**

VP, Business Development

**Project:** Partnering and Strategic Market Entry: Regenerative Medicine Product

**University of Minnesota: Venture Center**

Strategic Advisor

**Project:** Start-up- Tissue Engineering Company based on Doris Taylor's Matrix Technology

**University of Minnesota: Center for Cardiovascular Repair**

Strategic Advisor | Business Development

**Project:** Strategic Commercialization of the DECELL|RECELL Technology Platform  
Awarded Innovation Grant 2008-09 \$317,000  
Program Manager/ Business Development Manager

**Genetics Policy Institute**

**West Palm Beach, FL**

Director of Strategic Programs

**Project:** Managing Editor World Stem Cell Report 2009

**Biomedical Synergies, Inc**

**Minneapolis, MN**

Strategic Advisor

**Project:** Corporate Development | Strategic Partnering

**University of Minnesota**

**Venture Center| Office of Technology Commercialization**

Strategic Advisor | Stem Cell Technologies

**Project:** Start-up opportunities for UMINN Stem Cell Technologies

**NanoInterventions LLC**

Strategic Advisor

**Project:** Market Launch New Business Unit

**Calhoun Advisors**

Strategic Advisor| Investment Banking Services

**Project:** Due diligence: Stem Cell Therapeutic Company

**BioE, INC, St Paul Minnesota**

**2005-2007**

Vice President, Corporate Development

- Directed company strategic planning + corporate development
- Identified corporate alliances and partnering opportunities, designed deal structure, led negotiations
- Participated in corporate fundraising including presentation, design, content, preparation
- Identified, implemented, and managed corporate sponsored research program (4+global partners)
- Negotiated over 100 out-licensing transactions (business, technical, and legal)
- Strategically developed and implemented corporate press campaign
- Developed market driven technology positioning, Website design + content
- Participated in multiple global industry conferences, speaking engagements, and publications

- Routinely interfaced with BOD, corporate counsel, patent counsel, PR firm, Company Shareholders

**Biomedical Consultant** **2004-2005**

**Andcor Companies**, Wayzata, Minnesota  
Principal, Life Sciences & Medical Device

**Advantek Life Sciences**, Minnetonka, Minnesota  
Marketing Manager, Application Development

**City of Philadelphia, Department of Public Health**  
Office of the Commissioner, Director of Operations, Senior Management

**University of Pennsylvania** **1997-2004**

**Center for Technology Transfer and School of Medicine**  
Business Development

**Evaluation & research** of emerging technology including technical merit, patentability and commercialization, **marketing, transactional management, out-licensing.**

Alliance Manager

**ARIAD Pharmaceuticals** \$1.0MM/year sponsored research project budget

**GlaxoSmithKline Pharmaceuticals** \$4.3MM/year sponsored research project budget

Associate Director

**Operations and Finance: Six Core Service Laboratories;**

**Vector Core Laboratory Director, Animal Models Unit**

Creation and Management of the small animals translational research program  
(up to 200 protocols/year)

**University of Pennsylvania: Institute for Human Gene Therapy** **1994-1996**

Postdoctoral Fellow Advisor: James, M. Wilson MD, PhD

**University of Minnesota, Department of Biochemistry** **1994**

Postdoctoral Fellow Advisor: Michel M. Sanders, PhD

**EDUCATION**

**BS** *Biochemistry* | University of Wisconsin  
1988

**MS** *Biochemistry, Molecular Biology, and Biophysics* | University of Minnesota  
1992

**PhD** *Biochemistry, Molecular Biology and Biophysics* | University of Minnesota  
1994

*Minor: Bioethics (Advisor: Arthur L. Caplan, PhD)*

*Continued Education Wharton School MBA Program* | University of Pennsylvania  
1999-2001

**PROFESSIONAL TRAINING**

Managing Interpersonal Relationships Wilson Learning Corporation Eden Prairie, Minnesota

*Social Style: Driving Expressive*

Technology Transfer & Licensing Center for Technology Transfer University of Pennsylvania

## INVITED LECTURES

**Commercialization of Stem Cells and International Partnerships, Alliances, and Acquisitions** World Stem Cell Summit, Baltimore, MD September 2009

**Translating stem cell research concepts into effective therapeutic products** TERMIS World Congress and Seoul Stem Cell Symposium, Seoul, Korea September, 2009

**Cell Therapy Reimbursement** International Society of Cell Therapy Annual Meeting, San Diego, CA May 2009

**A Snapshot of Tools and Reagents in Cell Therapy Development** International Society of Cell Therapy Annual Meeting, San Diego, CA May 2009

**Strategic Commercialization of the DECELL|RECELL Technology Platform:** Department of Neuro-immunology Hospital San Raffaele; Milano, Italy, May 2009

**Strategic Commercialization of the DECELL|RECELL Technology Platform:** Symposia on Technology Transfer Institute of Molecular Pathology, Vienna, Austria, April 2009

**Strategic Commercialization of the DECELL|RECELL Technology Platform:** Stem Cell Meeting; Boehringer Ingelheim, Vienna, Austria, December 2008.

**State of the Art: Cardiovascular Cell Therapy.** III Simposio Internacional de TERAPIA CELULAR, Curitiba, Brazil, October 2008

**Perfusion-Based –Decellularization: Using Nature’s Platform to Engineer a Bioartificial Heart:** III Simposio Internacional de TERAPIA CELULAR, Curitiba, Brazil, October 2008

**Commercialization of the DECELL|RECELL Technology Platform ROUNDTABLE** World Stem Cell Summit, Madison Wisconsin, September 2008

University of St. Thomas **“Commercializing the MLPC Stem Cell”** St Paul, MN 2007

DeltaKappaGamma Int’l **Society “Stem Cells: The Promise of Science”** St Paul, MN 2007

Techlink UK Enterprise Ireland **“The Commercialization of Stem Cell Research”** London, England 2006

AFM/MDA Muscular Dystrophy Gene Therapy Conference Lisses, France 1996

NIH Student Fellowship Meeting Award Keystone Symposia, Keystone, Colorado 1993

Human Rights and Medicine Series: **“Somatic Cell vs. Germ Line Gene Transfer”** University of Minn/Mayo Clinic 1993

## **SELECT BUSINESS PUBLICATIONS**

***“Commercialization of Regenerative Medicines and the Impact on Healthcare: Challenges and Opportunities”*** State of the Global Regenerative Medicine Industry (book chapter) Publication Pending

***“Commercialization of the DECELL|RECELL Technology Platform”*** World Stem Cell Summit Report, September 2008

***Technological Trajectories and Stem Cell “Dominant Design”*** Burrill & Company, World Stem Cell Summit Report 2007

***“Stem Cells and Dominant Design”*** Burrill & Company Stem Cell Report 2007

## **PROFESSIONAL AFFILIATIONS**

*Society for Health and Human Values 1993 | American Association for Bioethics 1994 | American Society of Gene Therapy 2002 | Association of University Technology Managers 2003 | American Society for Cell Biology 2005 | The Collaborative 2005 | LifeScience Alley 2005 | ISSCR 2009|TERMIS 2009*

**SCIENTIFIC PUBLICATIONS & ABSTRACTS | REFERENCES  
AVAILABLE UPON REQUEST**