

Liron Sissman, MBA

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BUSINESS DEVELOPMENT EXECUTIVE

Strategic and results-driven business development executive with a keen ability to craft innovative solutions in uncharted territory that optimize value and propel success. End-to-end deal execution representing companies of all scales. Adept at identifying and evaluating opportunities, navigating complex markets, and forging strategic collaborations that drive profitable growth in competitive markets.

CORE COMPETENCIES

Strategic in/out-licensing and partnering | Corporate Merger and Acquisitions (M&A) transactions | Deal structuring, negotiation, and execution | Leading cross-functional due diligence teams | C-Suite presentations and recommendations | Multiple therapeutic areas | Rare diseases

EXPERIENCE

PARATEK PHARMACEUTICALS, King of Prussia, PA
Vice President, Business Development

2024 – Current

Heading Business Development for a leading pharmaceutical firm. Report to President and Chief Commercial Officer

INTERCEPT PHARMACEUTICALS, Morristown, NJ
Global Head Business Development

2021 – 2024

Headed Global Business Development for a leading pharmaceutical firm. Reported to CFO

- Orchestrated process and due diligence resulting in the \$794 million Alfasigma acquisition at 82% premium.
- Led process and due diligence resulting in the \$450 million, about 4x sales, Ocaliva ex-US acquisition by Advanz.
- Identified, evaluated, and recommend strategic growth opportunities, building a deal pipeline in line with the company's strategic objectives. Led cross-functional teams through due diligence and evaluation. Constructed terms and presented opportunities to C-Suite for licensing, partnering, and acquisitions.
- Piloted all ex-US out-licensing initiatives.

ALYON, a US subsidiary of a Swiss pharmaceutical company, Hackensack, NJ
Head of Business Development, North America

2016 – 2021

Led strategic initiatives identifying market opportunities and making portfolio recommendations. Secured commercial partners for pipeline assets through a competitive bidding process. Negotiated licensing and partnering agreements. Managed alliances.

- Negotiated and secured the company's first US licensing agreement yielding milestones and up to 2.5x development cost plus royalties for an early pipeline injectable.
- Closed first US project for a newly acquired European CDMO, adding profit sharing and market incentives.
- Orchestrated a three-way partnership for two pipeline assets, driving strategic growth and market expansion.

LUMINANT, Stamford, CT
Business Development and Strategy Lead Consultant

2008 – 2016

Provided strategic consulting to small and mid-sized life science organizations, delivering actionable insights that optimized growth and enhanced market positioning.

- Engineered a strategic growth opportunity for a healthcare informatics firm, resulting in a 35% business expansion which facilitated its acquisition at an enhanced valuation. Supported a deal that closed at \$275 million to a PE firm.
- Catalyzed the transformation of clinical trial design for an international biopharmaceutical firm, driving improvements in trial outcomes based on strategic feedback from prospective partners.
- Enabled a generic pharmaceutical company to secure a \$10 million private placement through strategic portfolio valuations and business case preparation resulting in a successful spinout.

ADDITIONAL RELEVANT EXPERIENCE

STRATEGIC GROWTH SOLUTIONS, a business consultancy driving brands success, Park Ridge, NJ **Principal**

Formulated and executed strategies, expanded business, and forged strategic partnerships driving brand success.

- Created brand and positioned strategy to win market share in a highly competitive market.
- Tripled product lines and diversified services. Consulted to over 300 businesses.
- Leveraged niche marketing and strategic alliances resulting in national media coverage and global reach.

TARO PHARMACEUTICALS, USA, Hawthorne, NY **Director, Financial Analysis and Strategic Planning**

Stewarded Research and Development (R&D) portfolio management and optimization for a multinational life science company. Recommended a strategic growth path and evaluated expansion opportunities.

- Piloted R&D Portfolio management and optimization.
 - Led a cross-functional team to define core competencies for target optimization.
 - Created an interactive, predictive valuation model that incorporated gathered insights, consistently ranked new targets, and streamlined project selection.
 - Applied model to prioritize an existing portfolio of 300 pipeline projects. Results: Facilitated target selection, improved profitability, optimized R&D resources, and helped increase annual FDA submissions from 5 to 14.
- Facilitated the acquisition of a brand name OTC product, enhancing the company's specialty portfolio.
- Charted a strategic entry path into the sterile market considering dosage form expertise.

PUBLIC SERVICE ELECTRIC AND GAS (PSE&G), Newark, NJ **Business Analysis Manager**

Recruited to help prepare a Fortune 500 company for upcoming deregulation.

- Partnered with Boston Consulting Group to lead transition from earnings-per-share targets to cash-based metrics.
 - Identified business drivers and analyzed portfolio to optimize performance across seven business units.
 - Mentored Executives and trained Analysts on Value Management.
- Conducted due diligence and evaluated investments in adjacent industries, resulting in portfolio adjustments.

INNAPHARMA, Suffern, NY **Acting CFO**

Directed Finance, Accounting, and Business Development for a pharmaceutical company with a CRO business.

- Managed all aspects of the CFO office.
- Identified, evaluated, negotiated, and closed a partnership for a de-risked Phase III asset, boosting investor confidence and accelerating time to market. Drug was approved and successfully launched.
- Developed valuations, constructed terms, and contracted an early clinical pipeline asset. Obtained an upfront payment, increased credibility with investors, and paved the way for future growth.
- Presented to Wall Street, resulting in the completion of a \$6 million private placement.
- Facilitated bidding on CRO projects. Established cost, streamlined process, and saved unforeseen expenses.

EDUCATION

Master of Business Administration (MBA), Finance and International Business. New York University, New York, NY

Bachelor of Science (B.Sc.), Chemistry, *Cum Laude*. The Hebrew University, Jerusalem, Israel

- Discovered a new chemical Poly-Bis(μ -Diphenyl-Phosphinato)-Copper(II). Published an article in *Inorganica Chimica Acta*. Received three academic achievement awards

HONORS

Management Honors Program, Weizmann Institute, Rehovot, Israel

- Selected from top ten graduates of all universities. Awarded a scholarship for excellence