

DAVID M. MASHAAL

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Willing to Relocate Nationally

SENIOR GLOBAL BUSINESS DEVELOPMENT EXECUTIVE

Biotechnology Expertise ♦ Business Development Acumen ♦ Operational Ingenuity ♦ Entrepreneurial Mindset

Senior Management Professional with broad, global and US experience in big pharma, driving startups, rapid growth, and profitability of multiple US and international ventures in the pharmaceutical and biotechnology industries. Skilled in business development, marketing-and-sales planning, leading high-performance teams, direction, and participation, technology acquisition, manufacturing-facility operations, fundraising, and administrative oversight. Resolute when negotiating, productive when selling, and undeterred when faced with a critical challenge.

Knowledge, Talent, and Dedication to Enrich Top and Bottom Lines

A dynamic, energetic leader and consistent proponent of the creative solution in combination with pragmatic restraint. Adept at cross-nation branding, structuring distributor associations that stretch the customer base, building and directing multi-cultural sales organizations, and maintaining operational efficiencies that lower costs and improve the customer experience. Depended upon and respected for providing lucrative direction in consequential situations.

CORE COMPETENCIES

- Strategic / Tactical Planning & Execution
- Recruiting / Teambuilding
- Cross-Functional Leadership
- Sales/Marketing Management
- Acquisitions / Biotech IP
- Project Management
- Teaching / Coaching / Mentoring
- Innovative Planning
- Product Line Development
- Distributor / JV Relationships
- P&L Accountability
- US & International Negotiations

PROFESSIONAL EXPERIENCE

RDS Biotech | Minneapolis, MN

2018 - Present

A UAE-based, startup with a Middle East biotech manufacturing facility producing biosimilars, vaccines, and blood fractionation with a global portfolio potential value of \$112 billion.

Senior Global Business Development Executive

Established the business' international expansion strategy. Continue to assess global market capabilities for the product lines including vaccines, and biosimilars. Manage financial, business development, and marketing functions.

- **\$112 billion in 13 branded biotech products obtained** by researching availability of compatible additions on the global market and leading acquisition efforts.
- **\$240 million raised in startup funds** through presentations to government institutions, VIPs, and private investors.
- **\$200 million in first-year sales projected**, breakeven reached in the third year of operation, and a ten-year, projected \$1.5 billion volume.

Upsher-Smith Laboratories, LLC | Maple Grove, MN

2015 - 2018

A century-old American pharmaceutical company supplying high-value, niche generics and branded drugs.

International Business Development & Strategy

Accountable for assessing regulatory compliance, market potential, and profitability for each of 35 products. Wrote the global strategy, business and marketing plans, drove international sales, and directed product launches in multiple countries.

- **50% boost in the efficiency of international operations produced** by revising internal processes to conform with foreign-transaction norms, making changes to production software, helping acquire programming that accommodated overseas order coding, establishing partner-grade relationships with offshore distributors, and improving cross-departmental communications channels.

- **20+% rise in international sales accomplished** without registration by utilizing FDA approval, coordinating marketing efforts with a foreign distributor, and utilizing tendering as a marketing tool.
- **Increased product sales by 15% by increasing product listings and worked with wholesalers in the US**

Acertus Pharma Pte Ltd | Singapore**2009 - 2015**

Privately held biopharmaceutical company performing R&D in biosimilars and biobetters and marketing existing biopharmaceuticals and consumer-health products in the Asia-Pacific region.

Senior Global Corporate Business Development and Strategy

In addition to general management of the firm, developed the business and marketing plans and guided operation of regulatory affairs, marketing and sales functions, and the finance department.

- **12% hike in productivity** and a corresponding 20% surge in sales and 10% in profitability attained by streamlining the corporate reporting structure to expand role responsibility, worker involvement, and job satisfaction.
- **Grew company from startup to \$10+ million** in revenue by introducing multiple product lines into ten countries and ensured continued growth by installing managers in each added market.
- **Oversaw technology transfers** in Europe, the Middle East, and the Asia-Pacific region.

SciGen Ltd | Singapore**2005 - 2009**

High-growth biopharmaceutical company that develops, manufactures, and markets recombinant, human-healthcare, biotechnology-derived products.

Senior Global Corporate Business Development

Managed business activities in Asia Pacific, Europe, and the Americas market and appointed distributors in areas targeted for gains that resulted in a 30% increase in the company's sales territory.

- **\$5.7 billion in market potential contributed** by acquiring two original biotechnologies.
- **Aided in the company's listing** on the Australian Stock Exchange.
- **Negotiated the purchase of an Indian biotech manufacturing company.**
- **\$700 million in Asian-market potential generated** by negotiating acquisition of a new biosimilar with one of the world's largest pharmaceutical companies.
- **\$50 million in top-line delivered** by piloting the creation of joint ventures, supply and distribution agreements, and technology transfers.

SciTech Medical Products PTE LTD | Singapore**1999 - 2005**

The parent of SciTech Group specializing in distribution of ethical, OTC, and medical products throughout Asia.

Sr. Director Corporate Business Development | 2001 - 2005**Director of Business Development | 1999 - 2001**

Across the three positions, provided overall leadership for two divisions by establishing strategic expansion goals, developing operations, growing revenue and market share, and supervising administrative activities.

EDUCATION / CERTIFICATIONS / AFFILIATIONS

Master of Business Administration in International Business & Marketing, Tulane University

Bachelor of Arts in Business Administration & Political Science, Whittier College

Legal Certification, Hamline University

Singapore Business Federation / American Association Singapore / Chinese Chamber of Commerce / Singapore American Club / American Chamber of Commerce, Member • Singapore Boy Scouts of America Cubmaster Pack 3017, Vice President, Treasurer, and Secretary • Boy Scouts of America-Singapore & Minnesota, Assistant Scout Master Edina High School Orchestra Boosters, President