

Christopher de Souza

Broadview Ventures, Inc.

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Summary

Dr. de Souza has a PhD from Louisiana State University in Endocrine Physiology and received his MBA from Rutgers in 2003. He has over 20 years of experience in the Biopharmaceutical industry with specialization in strategic planning, scientific and commercial search and evaluation, negotiations, alliance management, emerging markets and new product evaluation. At Broadview Ventures, he shares responsibilities that include business development strategy, identification and screening of new investment opportunities, negotiation of partnering terms and deal structure, as well as portfolio company board involvement.

Experience

Director, Broadview Ventures

June 2012 – Present (2 years 10 months) Greater Boston Area

Broadview Ventures is a philanthropic, for-profit venture fund supported by the Leducq Family Trust with a mission to accelerate the development of promising technology in cardiovascular and neurovascular disease through targeted investments in and support of early stage ventures

Strategic Advisor and BOD member, Metaome Science Informatics Pvt Ltd

October 2010 – Present (4 years 6 months)

Develop the commercialization strategy and implementation of marketing plan for Metaome's proprietary engine DistilBio which provides for a simple and user friendly yet powerful platform to mine the wealth of life sciences data to find answers to complex questions within minutes. By combining powerful semantic search capabilities with workflow and analysis tools Metaome provides a paradigm shift in the way scientists and decision makers in the life sciences industry will be able to retrieve and process information.

Business Development – Volunteer, Diagnostics for All

October 2010 – December 2012 (2 years 3 months) Cambridge, MA

Diagnostics For All is a 501(c)(3) non-profit enterprise creating low-cost, easy-to-use point-of-care diagnostic devices specifically designed for the developing world. These devices are elegantly simple and inexpensive. They require minimal training to use, minimal sample preparation, and no electricity or additional equipment.

Senior Advisor, JSB-Partners, LP

December 2011 – June 2012 (7 months) Waltham, MA

JSB-Partners is a FINRA/NASD registered limited partnership specialized in transaction projects for the Health Care Industry. As a Strategic Advisor, I worked to develop and secure strategic product partnerships and collaborations between pharma and biotech companies.

Co-Chair, Business Development Committee, Mass Biotech Council

2004 – 2012 (8 years)

VP Business Development, SkyePharma

November 2007 – September 2010 (2 years 11 months) Greater Boston Area

Member of Sr Management team with global business development responsibilities. Generated revenue streams from the out licensing of in-house developed drug delivery programs and assets and developed new collaborations and partnerships that leveraged company's proprietary oral and inhalation drug delivery technologies. Led and managed all deal related activities – market assessment, financials and term sheet generation, due diligence, contract drafting, and deal negotiations.

Consultant, MOITI

2006 – 2009 (3 years)

Consultant, Biopharmaceutical Business Development

April 2006 – October 2007 (1 year 7 months)

Consulted on strategy and business development related issues for multiple biotech and start-up companies - Quantomix, Avesthagen, NY Life Investments and others

Helped set strategy on developing business towards the goal of partnering with large pharma, introduced and promoted programs to large pharma, set strategy and negotiated deals including licensing and acquisitions.

Director, Strategic Alliances, Novartis

September 1995 – March 2006 (10 years 7 months)

Search, Evaluate, Negotiate and Alliance Management with academia, biotech and other pharma companies on research and early clinical deals licensed into the company in the metabolic, diabetes, obesity, cardiovascular and infectious diseases areas