

ARON AIZENSTAT, MBA, PMP

Head of Business Development & Corporate Strategy

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SELECTED ACCOMPLISHMENTS

- Sold NDA-ready sofpironium bromide program for \$177 million in upfront cash and future payments, followed by subsequent cash buyout.
- Closed strategic partnership with Fosun Pharma for TEV-56278, a novel anti-PD1-IL2 ATTENUKINE immunotherapy, in Greater China to advance Teva's innovative pipeline.
- Acquired > 1,000 novel compounds for immunology, neurodegenerative, oncology, and rare diseases from global partners for \$580 million total deal value.
- Executed corporate shift in strategy from dermatology to immunology, including global search & evaluation (S&E) of > 500 novel programs.
- Managed sofpironium bromide Asia co-development partnership with successful completion of 20+ clinical trials, 50+ nonclinical studies & 12+ manufacturing campaigns.
- Successfully managed 15 strategic alliances with licensors and global strategic partners.
- Divested out-of-scope VL-2397 for \$25 million in upfront cash and future payments.
- Coordinated with R&D successful completion of pivotal Phase 3 clinical program for sofpironium bromide and preparation and submission of US-NDA with the FDA.

PROFESSIONAL EXPERIENCE

Senior Director, Business Development 08/2024 - Present

Teva Pharmaceuticals (NYSE: TEVA)

Parsippany, NJ

- Responsible for all global BD efforts within immunology core therapeutic area.
- Led selection, design and build of enterprise-wide deal database, enabling continuous tracking and real-time reporting of all companies, assets, deals and interactions.
- Developed and launched comprehensive S&E process for innovative immunology assets, enabling systematic screening of 1,000+ opportunities aligned with strategic priorities.

Managing Member

02/2024 - Present

BIOGENAYA, LLC

Miami, FL

- Provide BD and corporate strategy consulting services to biotech and pharma companies.

VP, Corporate Development & Operations

01/2022 - 02/2024

Fresh Tracks Therapeutics, Inc. (NASDAQ: FRTX)

Boulder, CO

- Responsible for BD, corporate strategy, program & alliance management, IR, corporate communications and business operations functions.
- Led formal strategic alternatives process with > 125 possible partners to assess sale, merger, financing or licensing of assets prior to wind down of Company.
- Created robust deal tracking system to manage all BD interactions & negotiations.
- Recruited, hired and managed Senior Manager, Program & Alliance Management leading to enhanced productivity and project execution.
- Oversaw successful completion of Phase 1 clinical trial for lead DYRK1A inhibitor program and advancement of preclinical STING inhibitor program to IND-enabling studies.
- Business lead on all SEC filings, NASDAQ compliance and IP prosecution.

Senior Director, Corporate Development & Operations

06/2020 - 01/2022

Fresh Tracks Therapeutics, Inc. (NASDAQ: FRTX)

Boulder, CO

- Co-led international BD expansion project to partner sofpironium bromide in North America, EU, LATAM, Middle East and Africa.
- Supported litigation, arbitration and win-win settlement of licensor dispute for sofpironium bromide.
- Led planning, execution and launch of corporate rebrand from BBI to FRTX.

Senior Project & Operations Manager

05/2016 - 06/2020

Brickell Biotech, Inc. (NASDAQ: BBI)

Miami, FL

- Supported Management in effort to go public via triangular reverse merger.
- Led multiple scale-up manufacturing campaigns totaling > \$1 million at 5 different CMOs.

Project Manager

05/2015 - 05/2016

Brickell Biotech, Inc. (NASDAQ: BBI)

Miami, FL

- Responsible for R&D planning and execution of all pipeline development activities.
- Assisted management in development and oversight of corporate budget.

Senior Business Intelligence Analyst

09/2014 - 03/2015

DLA, Inc.

Miami, FL

- Launched first Video-on-Demand platform in LATAM with > \$100M digital content.
- Managed global team of 90+ software developers spread across 4 continents.

EDUCATION

Master of Business Administration

University of Colorado at Boulder

- Class Rank: 3 of 80

B.A. in Chemistry w/ Scientific Modeling Sequence

Claremont McKenna College

OTHER

Board Member

Coral Gables Parks & Recreation Advisory Board

11/2023 - Present

SKILLS

- 💡 Business Development
- 💡 Corporate Strategy
- 💡 Search & Evaluation
- 💡 Due Diligence
- 💡 Negotiations & Contracting
- 💡 Global Alliance Management
- 💡 Program Management
- 💡 Investor Relations
- 💡 Corporate Communications
- 💡 Public Company Operations
- 💡 Intellectual Property
- 💡 Platform Technologies
- 💡 Clinical Trials
- 💡 Nonclinical Development
- 💡 Manufacturing
- 💡 Information Technology
- 💡 Software Development

PROFESSIONAL EXPERIENCE

Senior Business Analyst & Project Manager

03/2012 - 09/2014

[Kaufman Rossin Fund Services, LLC](#)

Miami, FL

- Coached 10 developer team through > 300 new software features & improvements.

Junior Fund Accountant

10/2011 - 03/2012

[Kaufman Rossin Fund Services, LLC](#)

Miami, FL

- Conducted net asset value reporting for 8 hedge funds with >\$500 million AUM.