

# 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

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Senior Business Analyst & Project Manager	03/2012 - 09/2014
<a href="#">Kaufman Rossin Fund Services, LLC</a>	Miami, FL
<ul style="list-style-type: none"><li>Coached 10 developer team through &gt; 300 new software features &amp; improvements.</li></ul>	
Junior Fund Accountant	10/2011 - 03/2012
<a href="#">Kaufman Rossin Fund Services, LLC</a>	Miami, FL
<ul style="list-style-type: none"><li>Conducted net asset value reporting for 8 hedge funds with &gt;\$500 million AUM.</li></ul>	