

Rodney Weldon Turner

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Summary:

Life sciences business development and marketing executive with over 20 years of international experience with leading academic research institutions and corporations within the biotech, R&D, and pharmaceutical sectors. Demonstrated expertise in negotiation and execution of large-scale strategic collaborations between biotech and pharmaceutical enterprises; extensive R&D project management experience; P&L responsibility. Extensive contact base in pharmaceutical R&D management and venture capital communities. Strong team building, leadership, multi-cultural communication, and negotiation skills. Proven track record on strategic marketing of novel technology.

Professional Experience:

INDEPENDENT CONSULTANT – RTK GROUP, INC.

2002- present

Founder of marketing strategy/business development consulting firm.

- Advised Bio-Rad Laboratories on cell-based assay market entry strategy.
- Assessed opportunities in the life science tool market for leading investment firm.
- Reviewed University of Minnesota's biotechnology licensing and start-up development strategies and made recommendations for improvement. Evaluated several University of Minnesota licensees for compliance with licensing milestones.
- Developed life science strategy for Intel Corporation.
- Set up and facilitated pharmaceutical road-show for KLA-Tencor.
- Led evaluation of proteomics and biomarker service opportunity for Surromed. Studied competitors, customers and costs associated with the business. Created marketing message for biomarker service business.
- Performing business development for Shanghai-based synthetic chemistry outsourcing company.
- Identified and facilitated business development and investor meetings for Paris-based oncology company.
- Analyzed gene therapy and biosynthetic pathway markets to determine strategy for university licensing.
- Clients include US and European public and private biotechnology companies, early-stage biotechnology ventures, and multi-national corporations seeking expertise in biotechnology and pharmaceutical markets.

FLUIDIGM CORPORATION, South San Francisco, CA

2001 – 2002

Fluidigm is dedicated to the commercialization of complete and enabling microfluidic systems that impact critical objectives within life science research and health care.

Vice President for Business Development

- Recruited by management and investors to join the company at early stage to develop initial relationships with key clients and launch product development focus.
- Rapidly generated over \$3M in revenue opportunities by establishing key alliances and customer relationships with major pharmaceutical and biotechnology companies.

- Identified and assessed market potential of near-term product development applications, including key protein crystallization application – the current focus of Fluidigm’s product development efforts.
- Led application development team during early stage of company development.
- Instrumental in developing corporate media presence and marketing collateral.
- Played key role in articulating value proposition of Fluidigm to potential Series C investors, both from technology and market perspective.
- Recruited key staff in marketing, business development and product development areas.

EVOTEC OAI AG, Hamburg, Germany

1995 - 2001

A public drug discovery company with worldwide leadership in ultra high throughput screening based on single-molecule fluorescent spectroscopy, nanoliter liquid handling technology, mathematical modeling and database software. Portfolio of collaborations includes BASF, Novartis, Pfizer, Roche, SmithKline Beecham, Sugen / Pharmacia Upjohn, Unilever.

Senior Director Sales and Marketing, Drug Discovery Services (1998 – 2001)

- Successfully launched drug discovery service business unit, including business plan, organizational structure, strategic marketing plan and client acquisition strategies.
- Led market analysis, advertising campaign, and development of product offering
- Established drug discovery service contracts with pharmaceutical and biotech clients in Europe, Japan and North America.
- Designed multi-year technology development collaborations for pharmaceutical clients.
- Represented EVOTEC in client acquisition and negotiation, and as an invited speaker at numerous international conferences.

Senior Scientist, Detection Technology R&D (1995 – 1998)

- Served as project manager for two pharmaceutical partners.
- Managed team of physicists, engineers, chemists and biologists responsible for gene-to-screen technology development program.
- Successfully completed prototype device; device currently operating at Novartis and project has entered a further stage for industrial application.
- Hired in startup phase to lead laboratory team in the evaluation of gene shuffling approaches for enzyme optimization.

UNIVERSITY OF GOETTINGEN, GERMANY

1988 – 1995

Senior Research Scientist, Department of Neurology

- Recruited for expertise the development of polymerase chain reaction technology for the study of viral and somatic gene expression.
- Coordinated laboratory research relating to the study of viral infection in the central nervous system, and the role of endothelins in central and peripheral circulatory disorders.
- Established research programs, coordinated research activities of technicians and graduate students, and acquired clinical samples; key collaborator with German Primate Center.
- Coordinated installation of a new laboratory facility at Max Planck Institute for Experimental Medicine.
- In collaboration with Dr. Thomas Weber, MD, successfully developed a sensitive assay for minute quantities of HIV and JC viral particles in cerebrospinal fluid.

- In collaboration with Dr. Hannelore Ehrenreich, established a sensitive cDNA-PCR assay for detection of endothelin expression levels in blood vessels.

UNIVERSITY OF TEXAS HEALTH SCIENCE CENTER AT HOUSTON **1983 – 1988**

Senior Research Associate, UT Medical School, Department of Internal Medicine

- Under Dr. John Dedman, Ph.D., an international leader in the study of calmodulin, managed research laboratory and staff of technicians, graduate students and four post-doctoral scientists.
- Supervised the scientific research for Dr. Victor Lavis, MD, on the interaction of calcium-binding proteins with G protein-coupled receptors in the genesis of diabetes mellitus.

Education:

BA Biochemistry and Molecular Biology, Rice University **1983**

- Published numerous articles in peer reviewed scientific journals, including Science, Journal of Infectious Diseases, Journal of Biomolecular Screening.
- Various seminars in project management and negotiation techniques.
- Presented at numerous scientific and industry conferences, including panel on Technology in Biotech at Kellogg School of Management, Northwestern University (March 2002).

Languages:

English (native); German (fluent)

Personal:

US citizen

Publications:

Rufenach, C., Scheel, A., Sterrer, S., Turner R., Fluorescence Correlation Spectroscopy (FCS) and FCS-Related Confocal Fluorimetric Methods (FCS+ plus): Multiple Read-Out Options for Miniaturized Screening, in **Integrated Drug Discovery Technologies**, Edited by: Anthony W. Czarnik, Houg-Yau Mei, Published by Marcel Dekker (Mar 19, 2002), ISBN 0-8247-0649-8

Turner, R., Ullmann, D., Sterrer, S., Screening in the NanoWorld: Single-Molecule Spectroscopy and Miniaturized High-Throughput Screening, in **Handbook of Drug Screening**, Edited by: Ramakrishna Seethala, Prabhavathi Fernandes, Published by Marcel Dekker (Jul 24, 2001), ISBN 0-8247-0562-9

Mander T, Turner R. Outsourcing in Early Drug Discovery, **Global Outsourcing Review**. 2001 Feb; 3(1). (Japanese)

Mander T, Turner R. To outsource in lead discovery: the devil or the deep blue sea? **J Biomol Screen**. 2000 Jun; 5(3):113-8. (also published in Japanese: Vol 3, No. 1, 2001, Global Outsourcing Review)

Weber T, Turner RW, Frye S, Ruf B, Haas J, Schielke E, Pohle HD, Luke W, Luer W, Felgenhauer K, et al., Specific diagnosis of progressive multifocal leukoencephalopathy by polymerase chain reaction. **J Infect Dis**. 1994 May; 169(5):1138-41.

Weber T, Turner RW, Frye S, Luke W, Kretzschmar HA, Luer W, Hunsmann G. Progressive multifocal leukoencephalopathy diagnosed by amplification of JC virus-specific DNA from cerebrospinal fluid. **AIDS**. 1994 Jan; 8(1):49-57.

Kitze B, Turner RW, Burchhardt M, Poser S, Hunsmann G, Weber T. Differential diagnosis of HTLV-I-associated myelopathy and multiple sclerosis in Iranian patients. **Clin Invest**. 1992 Nov; 70(11):1013-8.

LeGrue SJ, Turner R, Weisbrodt N, Dedman JR. Does the binding of cyclosporine to calmodulin result in immunosuppression? **Science**. 1986 Oct 3; 234(4772):68-71.

Munjaal RP, Connor CG, Turner R, Dedman JR. Eel electric organ: hyperexpressing calmodulin system. **Mol Cell Biol**. 1986 Mar; 6(3):950-4.