



## JOEL R LIROT

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### **SUMMARY**

Prior to joining Rondaxe Joel spent 13 years in international sourcing, business development, sales and technology transfer management for KNC Laboratories, IRIX Pharma Services and Summit Pharmaceuticals. Over that time he developed an understanding and expertise in pharmaceutical business operations in Asia, particularly Japan where he completed numerous scholastic and professional assignments. Additional Languages: Japanese.

### **PROFESSIONAL EXPERIENCE**

*Vice President-Business Development, Rondaxe Pharma LLC: 2008*

*Director, KNC Laboratories, Inc.: November 2003 – July 2007*

- Opened US operation for KNC Laboratories (based in Kobe, Japan)
- Sold contract services, managed technology licensing, assisted in materials sourcing, etc. for fine chemicals and APIs for pharmaceutical and biotech clients.
- Increased US exposure and customer base
  - Originally 2 customers and few contacts
  - Currently 6+ customers and 40+ contacts

*Director Business Development, Irix Pharma Services (Sumitomo Corp. Joint Venture): January 2002 – November 2003*

- Responsible for expanding current relationships and developing new accounts on the West Coast of the United States for Process R&D and API manufacture.

*Manager of Pharmaceuticals, Summit Pharmaceuticals (Subsidiary of Sumitomo Corp.): January 1996 – December 2001*

- Sold contract manufacturing services, key raw materials and intermediates to the pharmaceutical and biotech industries.
- Increased Sales 100% in 2 years, responsible for >\$40MM budget.
- Accomplishments:
  - Management of key raw material sources for launches of 3 blockbuster drugs.
  - Increased sales and profit with existing clients and expanded client base.
  - Changed company focus to customer service/project management base.
- Teamwork
  - Managed 3 sales people and 2 support staff.
  - Trained sales/support staff.
- Headed biotech expansion project – Summit Pharmaceuticals International: licensing, libraries, screening services. New Sumitomo subsidiary formed based on this project.
- Technical
  - Effectively learned chemistries of a variety of manufactures.
  - Managed technical process transfers between clients and manufacturers.

### **EDUCATION**

B.S., Michigan State University  
Major: Social Science