

MIHRAN A. AROIAN

3005 McElroy Drive
Austin, Texas 78757
512-632-8738
mihran@aroian.com

EMPLOYMENT HISTORY

AACSB Certified Lecturer

The University of Texas at Austin – Austin, TX 2004 - present

Responsible for teaching undergraduate students in Organizational Behavior, General Management and Strategy, and Foundations of Management for the Management Department at the McCombs School of Business. I have taught as many as four classes per semester and have had up to 500 students in one semester. I received my certification as a Professionally Qualified Instructor from The Association to Advance Collegiate Schools of Business (AACSB) Bridge Program.

Principal and Co-founder

Science Partners, LLC. – New York, NY 2003 - present

Science Partners provides independent medical and scientific consulting services to pharmaceutical and chemical companies that are facing significant regulatory controversies identified by US and EU regulatory bodies. With over 150 M.D.'s and Ph.D.'s located in the EU and US, Science Partners assembles a multi-disciplinary team from over 80 scientific/medical disciplines to research, investigate and respond to regulatory controversies. Our clients are located worldwide and include AstraZeneca, Bayer AG, Dow Chemical and COLIPA (Brussels). Science Partners is recognized for our expertise in the molecular basis for disease, chemical and drug interactions, and the toxicology and biology of adverse effects. Our reports are published in peer-reviewed scientific and medical journals.

Strategic Consultant

The Bruckner Group, Inc. – Boston, MA 2007 - present

The Bruckner Group (BGI) is the industry leader in healthcare value strategy and outcomes-based access. BGI assists pharmaceutical and biotechnology company executives in developing business models, enterprise-wide processes, and individual product strategies that produce new drugs with high healthcare value while meeting the needs of payers, employers, physicians, and patients. My management consulting role with BGI has been to develop the management strategies with the two founders of the firm and develop and implement the long-term strategic plan for the organization. I have also had an active role in BGI's industry conferences and attending strategic meetings with pharmaceutical executives.

President and CEO

Kaylone BioPharmaceuticals, Inc. – Austin, Texas 2003

Kaylone was a biotechnology firm developing breast cancer therapeutics. During my brief tenure, I developed strategic relationships with industry partners for clinical trials and was in the process of licensing proprietary products from the company. I also initiated the strategic relationship with a leading Clinical Research Organization and cancer center to start the process of filing for an Investigational New Drug Application. I left the company due to significant differences with the founders and the company has since ceased operations.

Founder, President and CEO

TMI Capital, Inc. – Austin, Texas 2001 – 2003

Strategic consulting services for companies in the financial services industry. Consulting assignments included: identifying and negotiating strategic partnerships, raising private equity capital, evaluation of acquisition opportunities, and strategic market analysis to uncover new market opportunities. Clients ranged from startup ventures to mature companies managing over \$8 billion in assets.

Co-founder; Vice President of Business Development, Sales and Marketing; Board of Directors

Amicus Networks, Inc. – Austin, Texas 1994 – 2001

Amicus is the premier provider of enterprise extranet software and online services to the independent broker-dealer industry. With over 50,000 certified financial planners accessing an Amicus hosted enterprise extranet, the company distinguished itself in Internet-based technology, consulting and professional services. Clients include Mass Mutual, ING, Jefferson Pilot, Aegon, TransAmerica, Penn Mutual, and SunAmerica. I was responsible for all sales and marketing including managing both departments.

President and CEO

TMI Capital, Inc. – Austin, Texas 1992 - 1994

Consulting firm provided strategic planning for technology companies, developing sales and marketing strategies, strategic partnerships, and raising private capital. Clients were primarily in the life sciences and software industry and included: ClockWork Design Software, Milagro Systems, InMar Group, Productivity Point International, Byte by Byte, OptoMed, and US Medical Products.

Associate

Austin Ventures, L.P. – Austin, Texas 1988 - 1992

Identified venture capital investment opportunities, assessed market potential, management and corporate due diligence, recruited management for portfolio companies, performed strategic planning, investment negotiations, active board member, and exit strategies. Austin Ventures manages over \$2 billion in capital.

Territory Sales Manager

Life Technologies, Inc. – Gaithersburg, Maryland 1982-1986

Negotiated and closed contracts with research laboratories for biotechnology reagents. Directed Southwest sales territory including recruitment and training of other sales representatives. Received outstanding salesman award.

Research Assistant and Laboratory Director

Worcester Polytechnic Institute – Worcester, Massachusetts 1980-1982

Performed biological research, managed laboratory for Dr. Audrey Muggleton-Harris. Funding provided by National Institute of Aging and National Eye Institute. Published peer-reviewed papers.

EDUCATION

Masters in Business Administration

University of Texas at Austin

McCombs School of Business, 1988

Bachelor of Science

Worcester Polytechnic Institute (Worcester, Massachusetts)

Department of Biology and Biotechnology, with honors, 1980

LBJ Congressional Internship

Congressman Joseph D. Early, Washington, D.C., 1979

Principal violinist for ten years with the Allandale String Quartet and Board of Directors of Viola by Choice, a 501(c)(3) corporation.