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Reno, Nevada, United States



Summary

20+ years of delivering best-in-class drug discovery and drug manufacturing solutions to the biotechnology and pharmaceutical industry.

Achieving company goals as a consistently high-performing team player and leader has been rewarded with increasing roles and responsibilities throughout my career.

Currently merging my professional and personal missions by creating a word-class team to enable breakthroughs in rare cancer research with the goal of finding life-saving treatments.

Experience

Vice President

Alphinity

Apr 2021 - Present (11 months +)

Director Of Business Development

ARTeSYN Biosolutions

Nov 2018 - Mar 2021 (2 years 5 months)

Established customer relationships and developed industry alliances required for market adoption of single-use bio production equipment and consumables.

Acquired by Repligen Corporation



NorCal/Northwest/MidWest Account Manager

Biosero, Inc.

Mar 2018 - Oct 2018 (8 months)



Founder

ClickBio, Inc.

Sep 2014 - Mar 2018 (3 years 7 months)

Bootstrapped and secured angel-funding for this startup company, performed general management and oversight of all company functions including: process implementation and standardization, vendor selection and management, P&L, raising capital from angel investors, marketing strategy and execution, corporate identity and brand creation, sales strategy and execution, channel development, management and support, intellectual property strategy and execution, and term sheet creation and negotiation.

Key Results:

- Awarded Innovation AveNEW exhibition space for the patented FlexTrough reservoir
- Created unique business model, lowered capital costs 3x to customer for custom labware
- Launched four products in two years
- Created branded custom-engineering service

- Delivered innovative consumable labware to biopharma end-users for mission-critical projects

Director of Sales, Life Sciences

ATS Automation

Nov 2013 - Aug 2014 (10 months)

Market-leading provider of industrial-scale automation solutions. ATS Automation has a stellar reputation for delivering automated manufacturing systems for medical device, pharmaceutical, and diagnostics products.

Recruited to sell ATS Automation systems upstream into the research segments of life science companies.

Key results:

- Leveraged ATS's automation experience and reputation to create a pipeline of opportunities in pharma research labs.

Director of Global Sales

Douglas Scientific

Aug 2013 - Nov 2013 (4 months)

Innovative private, employee-owned company providing genetic testing platforms with unparalleled throughput, based on the novel Array Tape continuous microplate technology.

Promoted to take over lead sales management responsibilities. Managed both direct (domestic) and distributor (international) sales channels. Short tenure, recruited by ATS.

Key results:

- Recruited, hired, and trained new sales team
- Collaborated with R&D team to collect Voice of Customer and market requirements for lower-cost platform to serve down-market genetic testing customers
- Leveraged successes in ultra-high throughput labs to create down-market opportunities

Director of Sales, Emerging Markets

Douglas Scientific

Feb 2012 - Aug 2013 (1 year 7 months)

Recruited for this Elephant Hunter role to leverage success in ultra-high throughput ag-bio applications to break into pharma research and clinical testing markets.

Key results:

- 1st sale in new market three years ahead of projected sales date
- Value selling success: Closed \$850,000 system sale to customers accustomed to purchasing systems in the \$60,000 to \$300,000 range
- Increased revenue and profit through sale of value-add services



Director BioPharma Robotics

Hamilton Company

Oct 2009 - Feb 2012 (2 years 5 months)

Private manufacturer of customized liquid handling, precision measurement devices, and consumables sold to Pharmaceutical, Biotech, Forensics, Food and Diagnostics customers through Direct Sale, OEM and Distributor Channels.

Promoted to senior-level position with general management of all Robotics Operations: sales, field support, customer care, marketing, and product development for a global custom base. Convert popular custom solutions to standard solutions, and accelerate annual revenue growth.

Key results:

- Increased sales in South America 5x
- Delivered \$3.5MM automated cell culture and assay system
- Developed strategy that closed high-visibility sale in Australia, resulting in \$150,000/month consumables revenue
- Explosive 25% annual revenue growth FY09, more than prior two years combined



Director, Customized Robotic Solutions

Hamilton Company

Oct 2007 - Oct 2009 (2 years 1 month)

Promoted to this leadership role to establish interdepartmental processes for delivering custom solutions that exceed customer expectations, provide expert scientific sales support to global sales team, and drive international market expansion of both standard and custom solutions.

Key results:

- Recruited, hired, and trained mechanical engineers, applications scientists, and market segment managers to build out custom solutions team
- Directly supported field sales team, increased custom system revenue >2x
- Closed >\$800,000 in new account sales and built a \$2MM pipeline in an open sales territory in only 6 months
- Go-to person for CRM and PX/5, a graphical software package for quoting custom systems
- Initiated, streamlined, and standardized multiple business critical systems including: CRM, new order review, performance reviews, and digital marketing collateral centralization
- Cemented multiple co-marketing partnerships



Product Marketing Manager

Hamilton Company

Jan 2004 - Oct 2007 (3 years 10 months)

Hired to provide scientific pre-sales support to 6 North American field sales representatives, product manager for STAR line of automated liquid handlers, and launch a custom solutions group in the Reno, NV headquarters.

Key results:

- Liaison with Hamilton Switzerland and created centralized online data center containing new product and application information

- Increased confidence of sales team when selling customized/integrated application-specific systems
- Created sales collateral for existing and new STAR products and accessories
- Streamlined quoting and order processing of custom systems



Scientist II

Sierra Sciences

Jan 2002 - Jan 2004 (2 years 1 month)

Lead interdisciplinary drug discovery group to merge group's short-term goals with the long-term goals and mission of the company.

Key results:

- Developed and managed high throughput screening (HTS) process to screen >5,000 chemical compounds/day in around-the-clock shifts
- Created and maintained SOP's
- Recruited and trained multi-disciplinary drug discovery team members
- Collaborated with outside consultants to specify, order, and implement a fully automated HTS screening system capable of both biochemical and cell-based assays
- Centralized scientific data and images, giving team members efficient access to past results



Electrical Engineer

Heetronix

Jan 2000 - Jan 2002 (2 years 1 month)

Startup semiconductor technology company.

Created two year strategy and execution plan to achieve 20% new product usage within the wafer processing industry, with proportional increase in revenue and demonstrable reduction in overhead of at least 5%.

Research and development of thin-film and silicon carbide-based temperature sensors utilizing wafer processing equipment.

Design and fabrication of fixtures necessary for prototype creation.

Education



University of Nevada, Reno

Ph.D., Biomedical Engineering

Multidisciplinary graduate degree with four areas of emphasis:

Biochemistry

Molecular Biology

Physiology

Electrical Engineering (focus on digital electronics)

Dissertation: Remote electrode, sensor platform using dielectric relaxation of nano particle counter ions.



University of Oregon

Biology/Biological Sciences, General

1986 - 1988

Licenses & Certifications



Strategic Selling

Miller Heiman Group Sales Performance

Skills

Laboratory Automation • Biotechnology • Lifesciences • High Throughput Screening • Genomics • Molecular Biology • PCR • DNA sequencing • Liquid Handling • Biochemistry

Patents

Method for producing active ingredient beads

EU EP11757229 · Issued Sep 2, 2011

Mass flow meter with symmetrical sensors

US 7021136 · Issued Jun 1, 2006

Dielectric relaxation spectroscopy apparatus and methods of use

My Ph.D. dissertation project patented by University of Nevada, Reno

US 7514938 · Issued Jun 1, 2005 US 7514938 · Issued Jun 1, 2005

Mass flow meter with chip-type sensors

EU Mass flow meter with chip-type sensors · Issued Jun 28, 2003

EU patent protection for United States patent 7021136