Vikram J PANSARE, PhD

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SUMMARY

Biopharma strategy leader with 10+ years across McKinsey strategy consulting, rare disease biopharma, and early-stage company building, backed by a Princeton PhD. At Ultragenyx and BioMarin, sourced, evaluated, and negotiated 8+ diagnostics partnership agreements with BD, and led the companion diagnostic and testing programs enabling 3 first-in-class gene therapies (GENGLYCOS, FAYUVI, Roctavian) across the US, Canada, Latin America, Europe, Middle East, and Japan. At McKinsey, built growth, market-entry, and post-merger value-capture models ($200M+ value identified) and ran integration planning for an $8B merger. Bring scientific depth, analytical rigor (Python, AI-enabled competitive intelligence), and program management discipline to portfolio strategy, asset evaluation, and C-suite decisions.

PROFESSIONAL EXPERIENCE

Senior Director, Global Medical Affairs (promoted) **Aug 25 - Present**
Director, Global Medical Affairs **Jul 22 – Jul 25**
Ultragenyx Pharmaceutical, Novato, California – rare disease leader with 6 FDA-approved products

- Screened and evaluated external technologies, assay platforms, and partners for strategic fit; structured and negotiated contracts and managed strategic development partners in collaboration with BD & Alliance Management
- Framed options and led presentations to senior management (VP/EVP and C-suite) to drive key program-level decisions on gene therapy diagnostics strategy
- Led commercialization of 2 IVDs enabling Ultragenyx's first gene therapies: the anti-AAV8 antibody LDT for GENGLYCOS (GSDIa) and anti-AAV9 antibody LDT for FAYUVI (MPS IIIA), with an FDA post-marketing commitment for a companion diagnostic
- Drove global launch strategy for the gene therapy diagnostics portfolio from clinical through post-marketing, including LDT-to-CDx regulatory planning, across the US, Canada, Latin America, Europe, Middle East, and Japan
- Partnered with clinical development, R&D, and biomarker strategy teams to analyze clinical data and ensure diagnostic strategy supported optimal outcomes for gene therapy programs
- Led or supported 3 expert advisory boards as primary market research to shape diagnostic launch strategy
- Applied AI tools to competitive intelligence and strategy development for global diagnostics commercialization
- Managed one project manager overseeing launch plans, timelines, milestones, and budgets for global gene therapy diagnostics initiatives

Associate Director, Scientific Affairs (Global Medical Affairs) **Oct 18 – Jun 22**
BioMarin Pharmaceutical, San Rafael, California – rare disease leader with 8 FDA-approved products

- Spearheaded selection, negotiation, contracting, and alliance management for multiple clinical laboratory and IVD partners across BioMarin's product portfolio, including US, Europe, and Japan
- Led global, cross-functional commercialization and launch strategy for the AAV5 antibody companion diagnostic for Roctavian (Hemophilia A gene therapy) (CE-marked 2021; FDA-approved 2023, first CDx assay for a gene therapy)
- Led or supported 3 expert advisory boards to gather primary insights informing companion diagnostic launch strategy
- Managed 1 direct report who conducted analyses of molecular (genetic) variants from sponsored-testing program and prepared manuscripts for publication in peer-reviewed journals

Independent Consultant, Remote / Multiple Locations Worldwide **Dec 17 – Sep 18**

- Advised personal care startup company on product and enterprise strategy related to nanotechnology and biopharmaceutical technology transfer and product development, ultimately leading to the company receiving a seed round term sheet from a private investment group.
- Researched and wrote 3 foundational patent applications for a healthcare startup.

Senior Associate **Apr 16 – Oct 17**
McKinsey & Co., Chicago, Illinois
Selected accomplishments include:

- Identified $200M+ in post-merger value capture for a semiconductor manufacturer using financial models.
- Orchestrated integration master planning for an $8B merger between Tier-1 auto parts suppliers, managing 12 client teams to deliver key milestones.
- Developed growth strategy for the services organization of a $27B MedTech (medical device) and healthcare client through advanced analytics and market models, resulting in a 5-7% margin improvement with visibility to the CEO.
- Coordinated organizational strategy proposals to the C-suites of mid-sized prospective biotech clients seeking to enter a new phase of growth requiring more formalized business process implementation.
- Built international new market entry and portfolio strategy for a $21B home appliance manufacturer seeking to create a new core business through primary (expert interviews) and secondary market research and analysis.

Postdoctoral Researcher - Princeton University, Princeton, New Jersey **May – Dec 15**

Co-Founder and Chief Technology Officer **Oct 13 – Feb 15**
Sphera Materials LLC, Newark, New Jersey (advanced materials healthcare startup)

- Led BD and product sample sales to mid-size and Fortune 500 healthcare and chemicals companies, generating first revenue ($15K) within 5 months of lab operation

Chemical and Bio-Engineering Project Lead **Jan – May 13**
Bend Research Inc., Bend, Oregon (biopharma CRO/CMO acquired by Lonza)

Chemical and Bio-Engineering Project Specialist **Jun 12 – Jan 13**
Prochem Solutions Pte. Ltd., Singapore (healthcare materials startup)

EDUCATION

PhD in Chemical and Biological Engineering, Princeton University, Princeton, New Jersey

- Thesis focused on drug delivery, drug formulation, molecular imaging, and nanotechnology under the supervision of Prof. R. K. Prud'homme
- 9 publications/7 first-author (1200+ total citations), 3 patents (additional pending)
- Awards and Honors: 1st place (2014) and 3rd place (2011) Princeton University Innovation Forum, Air Products Teaching Award (2010), Graduate Engineering Council Teaching Award (2010)

BS in Chemical Engineering (Distinction), Purdue University, West Lafayette, Indiana

- Awards and Honors: National Merit Scholar (4 years), Indiana Resident Top Scholar Award (4 years), Dean's List and Semester Honors (4 years), Chemical Engineering Scholarship (2006-2008), George T. Tsao Award for Excellence (2007)

RELEVANT SKILLS AND INTERESTS

- **Strategy & analytics:** Portfolio and asset evaluation, market and competitive landscape analysis, financial modeling, partner sourcing and contract negotiation, program management and KPI tracking
- **Languages:** English (native), Hindi & Marathi (conversational), Spanish & Bahasa Melayu (beginner)
- **Tech-related skills:** Python, AI tools, MS Office, PowerBI, MATLAB
- **Hobbies and interests:** investing, strength training, running, cricket (sport), travel