

# Michael J. Donovan

U.S. CITIZEN | CHANGSHA, HUNAN, CHINA | +86-18874210199 | mjdonovan@veraptus.com

## BIOMEDICAL ENGINEERING | BUSINESS DEVELOPMENT

Proactive, energetic researcher, strategist and business developer with rich experience in interacting with international teams. Knowledgeable of developmental trends in multiple industries. Able to convey technical information in a clear and concise manner. Adept at building relationships with C-suite stakeholders. Collaborative team player with a clear awareness of diverse backgrounds. Resilient, tenacious achiever ready to do what it takes to deliver results.

## EXPERIENCE

**DONOVAN BIOTECHNOLOGY, LLC (CHANGSHA, HUNAN, CHINA) 2014 – PRESENT**

**FOUNDER AND SENIOR CLINICAL STRATEGIST (WWW.VERAPTUS.COM)**

- Developed aptamer-based immunotherapeutic moieties for cancer therapy.
- Oversaw GMP production. Evaluated performance and quality of CMOs and CROs.
- Consulted with regulatory agencies in order to develop a clinical trial strategy.
- Analyzed results from preclinical experiments for prostate cancer therapy *in vitro* and in animal models.

**CHINAMERICA LEGAL ADVISORS, PLLC (TAMPA, FLORIDA, USA) MARCH 2016 – PRESENT**

**EXECUTIVE VICE PRESIDENT, GLOBAL DEVELOPMENT (WWW.CHINAMERICALEGALADVISORS.COM)**

- Consulted clients on operations in China in biotech, diagnostic, and pharma industries.
- Advised Chinese firms on various opportunities of growth in markets involved with the Belt and Road Initiative.
- Consulted on projects related to biomedical and pharmaceutical projects.
- Advised clients on China's evolving intellectual property domain.

**THE BROAD GROUP (CHANGSHA, HUNAN, CHINA) 2018**

**ADVISOR AND STRATEGIST FOR LIFE SCIENCE VENTURES**

- Assisted with development and design of modular laboratories and hospitals for China and countries along the BRI.
- Consulted on how machine and deep learning algorithms could help facilitate hospitals and laboratories.
- Conducted market research and advised investment teams on healthcare trends.

**ESTABLISHMENT OF RESEARCH-ORIENTED TEACHING HOSPITAL AND SCHOOL OF MEDICINE 2016**

Formed a joint venture with The Broad Group to establish a Research-Oriented Teaching Hospital and School of Medicine at their 57-story building in Changsha, China. My role was to bring over a top American medical school and hospital to create a collaborative partnership agreement with Hunan University. I brought the University of California at San Diego (UCSD) on board for the project.

**SANSURE BIOTECH, INC. (CHANGSHA, HUNAN, CHINA) 2012 – 2015**

**INTERNATIONAL BUSINESS DEVELOPMENT AND PRODUCT DEVELOPMENT MANAGER**

- Managed market expansion for the international business department.
- Played a key role in Sansure's entrance in 8 different countries.
- Negotiated licensing deals with strategic partners in the IVD industry.
- Negotiated and drafted NDAs, MOUs, and contracts with laboratories, hospitals, and government entities in Southeast Asia, Africa, the Middle East, Cuba, and South America.

## EDUCATION/SELECTED PUBLICATIONS

### **Masters in Biomedical Engineering**

**2013**

**HUNAN UNIVERSITY** (Changsha, China) – First American to receive a science degree from Hunan Univ.

**THESIS** - Aptamer-Mediated and Multifaceted Approach to Detect and Combat Lung Cancer

At both the University of Florida and Hunan University, I was a member of Dr. Weihong Tan's (谭蔚泓) research group. Dr. Tan is the V.P. of Hunan University and director of the newly founded Institute of Cancer and Basic Medicine at the Chinese Academy of Sciences.

### **Bachelor of Science in Chemistry**

**2011**

**UNIVERSITY OF FLORIDA** (Gainesville, Florida)

- Michael J. Donovan, Ling Meng, Tao Chen, Yunfei Zhang, Kwame Sefah, and Weihong Tan, Aptamer-drug conjugation for targeted cell therapy, *Therapeutic Oligonucleotides, Methods in Molecular Biology*, Humana Press, Ed: John Goodchild, 2011, 141-152. PMID:21748638.
- Weihong Tan, Michael J. Donovan, Jianhui Jiang, Aptamers from Cell-Based Selection for Bioanalytical Applications, *Chemical Reviews*, March 19, 2013, DOI: 10.1021/cr300468w.
- Michael J. Donovan, Ling Meng, Basri Gulbakan, Yan Chen, Parag Parekh, Kwame Sefah, and Weihong Tan, Aptamer Moieties in Biochemical Applications, *Supramolecular Chemistry: From Molecules to Nanomaterials*, ISBN: 9780470661345, 2011.
- Jun Liu, Huixia Liu, Huaizhi Kang, Michael Donovan, Zhi Zhu, Weihong Tan, Aptamer-incorporated hydrogels for visual detection, controlled drug release, and targeted cancer therapy, *Analytical and Bioanalytical Chemistry*, November, 2011.
- Guizhi Zhu, Michael J. Donovan, Zilong Zhao, Mao Ye, and Weihong Tan, Nucleic Acid Aptamers: an Emerging Frontier in Cancer Therapy, *Chemical Communications*, August, 2012, DOI: 10.1039/C2CC35042D.
- Rong Hu, Ya-Ru Liu, Rong-Mei Kong, Michael J. Donovan, Xiao-Bing Zhang, Weihong Tan, Guo-Li Shen, Ru-Qin Yu, Double-strand DNA-templated formation of copper nanoparticles as fluorescent probe for label free nuclease enzyme detection, *Biosensors and Bioelectronics*, October, 2012.
- Yun Min Chang, Michael J. Donovan, Weihong Tan, Using Aptamers for Cancer Biomarker Discovery, *Journal of Nucleic Acids*, Volume 2013 (2013), Article ID 817350.
- Hui Wang, Michael J. Donovan, Ling Meng, Zilong Zhao, Youngmi Kim, Ye Mao, Weihong Tan, DNAzyme-Based Probes for Telomerase Study in Early-Stage Cancer Detection, *Chemistry, A European Journal*, 2013 Apr 2;19(14):4633-9. DOI: 10.1002/chem.201204440.
- Guizhi Zhu, Jing Zheng, Erqun Song, Michael Donovan, Kejing Zhang, Chen Liu and Weihong Tan, Self-assembled, Aptamer-tethered DNA Nanotrains for Targeted Transport of Molecular Drugs in Cancer Theranostics, *The Proceedings of the National Academy of Sciences*, 2013, 110.
- Zilong Zhao, Hongmin Meng, Nannan Wang, Michael J. Donovan, Ting Fu, Mingxu You, Zhuo Chen, Xiaobing Zhang and Weihong Tan, A Controlled-Release Nanocarrier with Extracellular pH Value Driven Tumor Targeting and Translocation for Drug Delivery, *Angewandte Chemie, International Edition*, Volume 125, Issue 29, pages 7635–7639, July 15, 2013.
- Mingxu You, Guizhi Zhu, Tao Chen, Michael Donovan, and Weihong Tan, Programmable and Multiparameter DNA-based Logic Platform For Cancer Recognition and Targeted Therapy, *Journal of the American Chemical Society (JACS)*, October 31, 2014, DOI: 10.1021/ja509263k.

## TRANSFERABLE SKILLS

**Skilled Communicator, Relationship Builder, and Negotiator** – Native English speaker with upper intermediate Mandarin skills. Effective communicator across all levels of an organization.

**Market Analysis** – During my entrepreneurial roles and time serving other companies, I have learned the critical value of not only developing technology because it is new but developing technology that can clearly provide value in the marketplace and for its users.

**Compliance** – I have assisted companies enter international markets (China, Indonesia, Singapore, India, South Africa, Kenya, Ethiopia, Egypt, the UAE, Cuba) and have worked with local regulators in order to receive the proper regulatory approval. I have also assisted in the design of laboratories in order to ensure they are CGMP compliant. Worked with regulators at national levels to design appropriate testing and validation protocols. Worked with health officials to research and develop more effective diagnostics.

**Leadership and Management** – Managed teams for international business development, hitting KPI targets. Managed supply chain for the development of molecular diagnostic and pharmaceutical moieties. Worked with different suppliers in order to develop automated machinery. Led teams to design clinical trial and laboratory strategies.

**Independence** – I am motivated by completing tasks. I feel comfortable working in foreign cities and reporting to upper management on project development.

**Project Management and Business Development** – Experienced in utilizing Scrum methodologies to manage product development in medical, healthcare, polymer, transportation, and construction industries. Adept at utilizing CRMs for business development.

**Resilience and Tenacity** – Starting up a biotech company requires just as much sweat equity as monetary investment. I work through roadblocks and do whatever it takes to accomplish tasks. I also know when it is time to pivot.

## REFERENCES

Dr. Weihong Tan	Prof. of Chemistry & V.P. of Hunan Univ. Director of the Institute of Cancer and Basic Medicine of Chinese Academy of Sciences (CAS)	tan@chem.ufl.edu
Dr. Nathan Gianneschi	Prof. of Chemistry at Northwestern Univ.	nathan.gianneschi@northwestern.edu
Dr. David Walt	Scientific Founder of Illumina/Prof. at Harvard	dwalt@bwh.harvard.edu
Damien A. Perriman	Senior VP, Specialty Products at Genomatica	damienperriman@gmail.com