

Solomon Babani, MBA

Global Vice President, Alliance Management

Princeton, New Jersey, USA

Key Roles and Responsibilities

- ▶ Develops and leads senior-level strategic relationships with key clients, including management of commercial effort across Covance
- ▶ Oversees corporate-wide initiative to establish Covance as the leading drug-development services partner for biotech and small pharma companies

Areas of Expertise

- ▶ **Alliance Management**
 - Building strategic partnerships between biopharma companies and CROs
 - Managing virtual drug-development teams
 - Establishing innovative governance models and performance metrics
- ▶ **Outsourcing and Vendor Management**
 - RFPs/evaluation/validation
 - Contracting/risk-sharing models
- ▶ **Drug Development**
 - Discovery
 - Preclinical
 - Clinical
 - Regulatory
 - Contract Manufacturing
 - Commercialization

Professional Highlights

- ▶ Worked with CROs as a member of biotech, large pharma and virtual drug-development companies such as Regeneron, Pfizer, Novartis and Celtic Therapeutics
- ▶ Most recently served as Vice President, Alliance Management, for Celtic Therapeutics, responsible for managing relationships with CROs and co-development partners, and leading the Outsourcing and Alliance Management functions
- ▶ Has been speaker and served on program committee for Drug Information Association (DIA) annual meeting, and as speaker and Advisory Board member of Partnerships with CROs conferences
- ▶ Certification of Achievement – Alliance Management (CA-AM) from the Association of Strategic Alliance Professionals (ASAP)
- ▶ Co-author of peer-reviewed publications and presenter at industry conferences
- ▶ Mr. Babani joined Covance in 2013

Education

- ▶ **BA, Biology**
Yeshiva University
- ▶ **Master of Business Administration (MBA)**
New York University

Publication Journals

- ▶ *Biochemical Pharmacology*
- ▶ *Molecular Pharmacology*
- ▶ *Clinical Cancer Research*
- ▶ *Journal of Biological Chemistry*

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