

ALEXANDER C. SAPIR

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experience

2019-present

REVIRAL LTD.

Chief Executive Officer & Board Member LONDON & RESEARCH TRIANGLE PARK, NC

- ReViral is a venture-backed, clinical-stage biopharmaceutical company focused on discovering, developing, and commercializing novel antiviral therapeutics that target respiratory syncytial virus (RSV)
- Established ReViral as the leading company developing a pipeline of small molecule compounds for the treatment of RSV, a market expected to reach >\$10 billion by 2030
- Acquired by Pfizer in June 2022 for \$525 million

2016-2018

DOVA PHARMACEUTICALS

President, Chief Executive Officer & Board Member RESEARCH TRIANGLE PARK, NC

- Joined Dova Pharmaceuticals as the company's first employee in December 2016 and over an 18-month period grew the company to 150 employees encompassing all facets of the pharmaceutical value chain (Clinical Development, Regulatory, Manufacturing, Trade & Distribution, Market Access, and Sales & Marketing).
- Completed an Initial Public Offering (June 2017) and secondary offering (March 2018) raising a total of \$160MM to fund ongoing clinical development and the commercial launch for *Doptelet*[®] (*avatrombopag*).
- Negotiated with the Food and Drug Administration a Priority Review for the company's first New Drug Application (NDA) for *Doptelet*. Received FDA approval in May 2018.
- Successfully launched *Doptelet*, a drug used for the treatment of thrombocytopenia in adult patients with chronic liver disease, in June 2018.
- Negotiated a co-promotion partnership with Bausch Health to target community-based gastroenterologists.
- Successfully submitted a supplemental NDA to FDA for the treatment of chronic immune thrombocytopenia (cITP) with a June 30, 2019 PDUFA date.

2006-2016

UNITED THERAPEUTICS CORPORATION

Executive Vice President, Marketing and Sales RESEARCH TRIANGLE PARK, NC

- Responsible for all aspects of the global commercial operations for United Therapeutics, a company focused on Pulmonary Arterial Hypertension (PAH) and orphan oncology.
- Grew global PAH portfolio from one to four marketed products (*Remodulin*[®], *Tyvaso*[®], *Adcirca*[®], and *Orenitram*[®]) which resulted in a 20X increase in revenues (\$80MM → \$1.6B) during my tenure.
- Responsible for broadening the company's commercial franchise into orphan oncology with the Q1 '15 launch of *Unituxin*[®], a product for the treatment of high-risk pediatric neuroblastoma.
- Conducted all valuation assessments for *Adcirca* (tadalafil), a product licensed from Eli Lilly, whose peak sales reached \$400 million. Secured the US commercial rights in a transaction valued at \$150 million.
- Led commercial strategy and life-cycle management for all late-stage clinical development programs.
- Manage a global commercial staff of ~120 with five direct reports.

Senior Vice President, Marketing and Sales (2007-2010)

Vice President, Marketing (2006-2007)

2003-2005

GUILFORD PHARMACEUTICALS

Senior Director, Marketing

BALTIMORE, MD

- Responsible for development and execution of marketing strategies for the company's cardiovascular (*Aggrastat*[®]) and oncology (*Gliadel*[®]) franchise as well as its late-stage anesthesia asset (*Aquavan*[®]).
- Led a public policy team to petition CMS to increase re-imburement for *Gliadel*, an obstacle preventing market share growth. Efforts resulted in the creation of a new DRG by CMS (130% increase in payments to hospitals) for the Implantation of Chemotherapeutic Agent associated with Brain Tumor Surgical Resection.
- Execution and management of all licensing deals ex-US. Negotiated licensing agreement for Asian markets (Korean, Taiwan).

1999-2003

INVENTIV HEALTH, INC.

Vice President, Business Development

NEW YORK, NY

- Joined newly formed corporate team at the time of the company's initial public offering in September, 1999.
- Structured, negotiated, and closed product commercialization deals with late-stage biopharmaceutical companies in which Inventiv Health invested in the marketing and sales infrastructure in return for a percent of the product's revenues.
- Structured financing and operational agreements with Paul Capital Royalty Acquisition Fund (royalty acquisition fund), Brera Capital Partners (private equity firm) and MDS Pharma Services (contract research organization) in order to provide full development and commercialization solutions to emerging pharma and biotech companies
- Structured, negotiated, and closed a \$10 million deal with Cellegy Pharmaceuticals for the commercialization of their lead product, *Cellegesic*[®].

1997-1999

ZS ASSOCIATES

Health Care Consultant

PRINCETON, NJ

- Worked with leading health care companies to develop and help implement commercialization / marketing strategies for global pharmaceutical product portfolios .
- Worked in tandem with two ZS partners to develop a 3-year strategic commercial plan for a 'top-5' pharmaceutical company.
- Redesigned the US hospital and psychiatric sales teams for a 'top-5' pharmaceutical company.

1988-1996

GLAXO SMITHKLINE PLC

Assistant to the Senior VP of Corporate Strategy and Development (1996) PHILADELPHIA, P A

- Analyzed two multi-billion dollar acquisition / joint-venture deals. Prepared documents to executive leadership committee (CEO, COO, and CFO) highlighting valuation, opportunity/risk assessment, and acquisition recommendations.

Director, Sales & Marketing (1993 -1995)

BUDAPEST, HUNGARY

- At 27, became the youngest European Sales and Marketing Director at Glaxo SmithKline.
- Responsible for the launch of *Augmentin*[®], *Relifex*[®], and *Seroxat*[®]. Applied knowledge on customer segmentation, targeting, and product positioning to ensure long-term commercial success. Recruited and structured a national sales force (40 in total).
- Developed a solid analytical framework for allocating constrained resources. Sales increased from \$1 million to \$19 million from 1993-1995.

Director, Strategic Commercial Operations, Eastern Europe (1992-1993) LONDON, ENGLAND

- Developed launch plans for GSK strategic assets across the entire Eastern European region
- Designed sales force strategies, structures, and incentive plans for Poland, Hungary, Czech and Slovak Republics, and the former Soviet Union.
- Worked closely with GSK general management in key Eastern European markets on product launch planning and market development.

Professional Sales Representative (1990-1992)**SANTA MONICA, CA**

- Sold anti-infective (*Augmentin*[®], *Bactroban*[®], *Timentin*[®], anti-arthritic (*Relafen*[®]) and cardiovascular (*Eminase*[®]) line to targeted physician specialties.
- Developed a deep knowledge and understanding of the pharmaceutical product selling process.
- Exceeded all sales targets.

Management Trainee (1988 - 1990)**PHILADELPHIA, PA**

- Selected along with nine others from an interviewed applicant pool of 1,500. Acquired specific expertise in Marketing, Strategic Planning, Human Resources, and Manufacturing during this two-year, four assignment training program.
- Managed a 65-person packaging facility scheduled for closure within one year.
- Prepared the worldwide launch strategy for a new indication for an existing product (*Ridaura*[®]) in phase III development.
- Assisted in the launch of two over-the-counter products (*Aqua Care*[®], *Clear By Design*[®]) as part of the SmithKline Beecham consumer products marketing team.

education

1995-1997

HARVARD UNIV. GRADUATE SCHOOL OF BUSINESS ADMINISTRATION BOSTON, MA

Master in Business Administration degree, June 1997. Concentration in Finance & Marketing Strategy. Selected by faculty to tutor first-year students in Marketing. Authored Harvard case study entitled, *Bausch & Lomb, Inc.: Pressure to Perform*, currently being used at Harvard Business School and other leading business schools across the country.

1984-1988

FRANKLIN AND MARSHALL COLLEGE**LANCASTER, PA**

Bachelor of Arts, Economics / Business (minor). Dean's List. Member of Varsity Tennis squad for four years.

**academic
appointments**

2005-2006

SELLINGER SCHOOL OF BUSINESS, LOYOLA UNIVERSITY**BALTIMORE, MD**

- Adjunct Professor Marketing Strategy
- Taught Marketing Strategy to undergraduate marketing majors (2005).
- Requested by Department Chair to teach at the graduate level beginning Summer, 2006

2011 - present

DUKE UNIVERSITY FUQUA SCHOOL OF BUSINESS**DURHAM, NC**

- Guest Lecturer: Marketing Strategy