



Michael ANDERSON

BUSINESS DEVELOPMENT MANAGER

Strategic and results-driven Biotech Partnerships Manager with extensive experience in developing and executing partnership strategies that drive business growth and innovation. Strong ability to identify potential collaborations and negotiate mutually beneficial agreements that align with corporate goals. Proven expertise in managing cross-functional teams and projects to ensure successful implementation of partnership initiatives.

CONTACT

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SKILLS

- business development
- partnership strategy
- project coordination
- negotiation
- market analysis
- stakeholder management

LANGUAGES

- English
- Spanish
- French

EDUCATION

**BACHELOR OF ARTS IN BUSINESS
ADMINISTRATION - UNIVERSITY OF
MICHIGAN, 2015**

ACHIEVEMENTS

- Successfully established five new partnerships that expanded market reach by 50%.
- Achieved recognition for outstanding performance in partnership development.
- Contributed to a project that led to a 20% increase in revenue through strategic alliances.

WORK EXPERIENCE

BUSINESS DEVELOPMENT MANAGER

GenomeX Corporation

2020 - 2025

- Led efforts to identify and secure strategic partnerships in the biotech sector.
- Negotiated terms of collaboration agreements with multiple stakeholders.
- Developed frameworks for assessing partnership risks and opportunities.
- Coordinated with R&D teams to align on project goals and deliverables.
- Prepared reports on partnership performance and strategic recommendations.
- Facilitated quarterly reviews with partners to ensure alignment on objectives.

PARTNERSHIP ANALYST

BioMed Alliance

2015 - 2020

- Supported the identification of potential partners for collaborative research projects.
- Conducted market analysis to inform partnership strategies.
- Assisted in the negotiation of partnership agreements with external stakeholders.
- Tracked partnership performance metrics and outcomes.
- Compiled data for presentations to senior management.
- Organized events to foster networking among industry professionals.