



MICHAEL ANDERSON

Licensing Director

Dynamic Rights and Licensing Executive with a specialized focus on the healthcare sector, adept at navigating the complexities of licensing agreements related to medical technologies and pharmaceuticals. Proven ability to forge strategic partnerships that enhance product accessibility and compliance with regulatory standards. Expertise in contract negotiation, risk management, and market analysis, contributing to the successful commercialization of innovative healthcare solutions.

CONTACT

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- San Francisco, CA

EDUCATION

Master of Science in Health Administration

University of Southern California
2016-2020

SKILLS

- healthcare licensing
- contract negotiation
- compliance management
- market analysis
- stakeholder collaboration
- risk management

LANGUAGES

- English
- Spanish
- French

WORK EXPERIENCE

Licensing Director

2020-2023

HealthTech Innovations

- Managed licensing agreements for a portfolio of medical devices and technologies.
- Negotiated contracts with healthcare providers and distributors, enhancing market reach.
- Implemented compliance programs to ensure adherence to healthcare regulations.
- Conducted thorough market analysis to identify new licensing opportunities.
- Collaborated with R&D teams to align licensing with product development initiatives.
- Led training sessions on licensing compliance for internal stakeholders.

Licensing Coordinator

2019-2020

Pharma Solutions Inc.

- Assisted in the negotiation of licensing agreements for pharmaceutical products.
- Maintained accurate records of licensing contracts and compliance documentation.
- Supported the licensing team in market research and competitor analysis.
- Coordinated communication between legal and compliance teams to expedite processes.
- Facilitated workshops on intellectual property rights for healthcare professionals.
- Analyzed customer feedback to refine licensing strategies.

ACHIEVEMENTS

- Increased licensing revenue by 45% through strategic partnerships with healthcare providers.
- Recognized for outstanding contributions to licensing compliance by the Healthcare Licensing Association.
- Successfully launched a new line of licensed medical devices that improved patient care.