

KIRK DORNBUSH

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PERFORMANCE OPTIMIZATION C-LEVEL EXECUTIVE

Tenacious Fund Raising + Entrepreneurial Direction + Pragmatic Management

A Senior C-Level Professional with a notable record of achieving significant value-creating milestones for the company and its investors. Expert at aligning founders, investors, and internal stakeholders with the corporate vision and strategy, by converting tactical objectives into reportable metrics and gaining belief in and commitment to achievement from all participants. Proficient at identifying actual and potential performance gaps; decisive in taking collaborative remedial action. A leader eager and able to help any organization identify the next mountain to climb and conquer.

CORE COMPETENCIES

Strategic Planning / Tactical Execution | Capital / Debt Acquisition | IP / Contract Administration
Business Performance Improvement | Multi-Cultural Cooperation | Budgeting / Cost Control
Stakeholder Communications | Multi-Departmental Collaboration | Change Management
Corporate Restructuring | Global Executive Leadership | Operational Excellence

PROFESSIONAL EXPERIENCE

Coagulant Therapeutics Corporation | Seoul, South Korea 2019 – 2021

A pre-clinical stage biopharmaceutical company developing a drug to treat acute bleeding.

Co-Founder, Co-CEO, Chief Operating Officer

Managed all company functions, other than research and product development, and served on the board.

- **Primary driver behind the closing of a \$21 million Series A venture-backed financing raised** by accurately defining the proper investor audience, effectively promoting the benefits presented by the opportunity and reconciling cultural and legal differences in the traditional business practices of two different countries.
- **Expanded investor involvement** by collaborating with the Co-CEO in drafting and obtaining approval to communicate corporate goals and budgets.
- **Maximized the efficiency of the operating budget** by outsourcing financial functions, such as payroll and benefits administration, as part of a strategy to install a multi-country governance and reporting system.
- **Raised operational efficiency and employee engagement** by initiating a cross-vertical, multi-national executive committee enriching discussion and accelerating buy-in to action plans.
- **Recruited and hired all key leadership positions** (including Korean staff) within six months of closing the Series A financing and starting the company.

C-Suite Consulting | Alameda, CA & Highlands, NC 2017 – 2019

Provided consulting services to C-suite clients prior to starting Coagulant Therapeutics Corp.

President

Assisted the CEOs of Lambda Vision and Coagulant with strategic planning and fundraising. Appointed to serve on Lambda's board of directors.

- **\$500,000 received to support business operations** by guiding a client's senior management in securing funding from a state-run department dedicated to assisting innovation.
- **Facilitated the acquisition of needed funding** by recognizing and resolving the problems caused by holding disparate intellectual property in a single corporate entity; recommended allocating IP into two different companies.

Iconic Therapeutics, Inc. | Atlanta, GA & South San Francisco, CA 2003 – 2016

A clinical-stage biopharmaceutical company focused on development and commercialization of new therapy drugs.

Co-Founder and President | 2014 – 2016

Assumed president's role after hiring a new CEO. Oversaw financial, legal, manufacturing, and administrative duties.

- **Assisted new CEO in raising \$50 million in Series B funding**, allowing the company to expand R&D into diseases beyond initial focus area.

- **Instrumental in recruiting the requisite number of patients required** to complete a Phase 2 clinical study by accelerating enrollment through personal visits and engagement of study investigators (physicians) and coordinators.
- **Deepened employee job satisfaction** by collaborating with a third-party HR consultant to frame new travel and expense policies and publish a revised personnel handbook.

Co-Founder and Chief Executive Officer I 2007 – 2014

In addition to responsibility for finance, manufacturing, legal, clinical operations and administrative oversight, managed consultants, contract research organizations and contract suppliers with a team of six PhDs and five physicians.

- **Raised \$20 million in private and venture-backed Series A funding**, secured despite traumatic economic conditions, by maintaining positive, reinforcing dialogue with investors, vendors, and consultants.
- **Raised \$20 million of venture-backed Series B financing** which facilitated signing an option agreement with a large pharmaceutical company and hiring the company's new CEO.
- **Realized key pre-clinical and clinical milestones** by initiating and overseeing implementation of the company's i) cGMP development and manufacturing campaign; ii) definitive toxicology studies; iii) Phase 1 clinical studies.
- **Obtained \$12 million in cash and equity investment** by initiating, negotiating terms, and consummating an option agreement with a large pharmaceutical company to review clinical-study data with the intention of establishing a long-term partnership commitment.

Co-Founder & Chief Operating Officer I 2003 – 2007

Led licensing of the company's key intellectual property from Yale University and continued directing fundraising, fiscal management, manufacturing, legal, and administrative operations. Served as a board member.

- **Secured key, private start-up funding (\$1.5M)** used to license its technology from Yale University and achieve critical research and manufacturing milestones.
- **At the start-up stage, designed the initial corporate structure**, Articles of Incorporation and By-Laws to ensure maximum exit flexibility.
- **Raised millions in additional Series A investment** by serving as corporate spokesperson and primary contact for 47 individual and institutional investors.

Additional Responsibilities

Lambda Vision & Iconic Therapeutics, Member, Board of Directors

- PREVIOUS EXPERIENCE-

Itel Corporation, General Manager; **Indie Bio**, Corporate Mentor; **WFI Transport**, President

EDUCATION & ASSOCIATIONS

Juris Doctorate, Boston University School of Law

Bachelor of Arts in English, The Colorado College

FOR PROFIT AND NON-PROFIT BOARDS

- Coagulant Therapeutics Corporation: Co-Founder and Co-CEO (2019-2021)
- Iconic Therapeutics, Inc.: Co-Founder; Audit Committee (2003-Present)
- Lambda Vision, Inc.: Director, (2018-Present)
- The Literacy and Learning Center of Highlands, NC, Vice-Chair and Treasurer (2019 – Present)
- Rotary Club of Highlands, Mountaintop: Member (2018-Present); President (2020/2021)
- Indie Bio: San Francisco, CA, Mentor (2017)
- National Park Foundation: Director; Chair, Investment Sub-Committee (2009-2015)
- Pinnacles Partnership: Secretary; Chair Development Committee (2016-2017)
- The Carter Center: Member, Board of Counselors (2009-2014)
- Hebrew Benevolent Congregation of Atlanta: Secretary, Board of Trustees, (2011- 2013)
- Atlanta Jewish Film Festival: Co-Chair (2012-2014); Development Chair (2009-2011)
- The Paideia School: Member, Endowment Board (2000-2014); Member, Board of Trustees (1997-2003)
- Carpatsky Petroleum, Inc.: Member, Board of Directors (2000-2004)