



Nick Spring

Bsc(Hons), DipM



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EDUCATION

**Blockchain Council – Certified
Blockchain Expert**

**IBM – Blockchain Basics
Certification**

**Bachelor of Science – Pure and
Applied Zoology**
Leeds University

**Post Graduate Diploma in
Marketing**
Chartered Institute in Marketing

**Adjunct Professor Pharma and
Healthcare Business**
Mayes College, USci, Philadelphia

PROFESSIONAL SUMMARY

Seasoned, purposeful executive with a strong record of team building, strategic planning, and tactical execution in high-paced organizations in pharma, biotech, med-devices, and digital transformation - human and animal health. Utilizes keen analysis and insights and a collaborative team approach to drive commercialization, project planning, organizational improvements, and implementation of best practices. Superior people skills, capable of resolving multiple and complex issues and motivating staff to peak performance. Passion for biotech, pharmaceuticals, digital transformation, healthcare devices, consumer, and professional products/brands.

PROFESSIONAL EXPERIENCE

Jul 2020 -
Present

The Bracken Group
Partner

Mar 2020 – Jul
2020

ViralClear Pharmaceuticals Inc., Westport, CT.
Co-Founder, Interim CEO and Board Director

- *Co-Founder, CEO and a Member of the Board of ViralClear Pharmaceuticals Inc., a Phase II clinical stage company developing a broad spectrum, oral, anti-viral (merimepodib) for the control of COVID-19. My colleagues and I put together the virtual company from scratch, acquired an active therapeutic, assembled a team, raised financing, completed and published multiple in vitro studies, filed an IND, and started Phase II clinical trials in partnership with the Mayo Clinic - all within a three-month period during the global pandemic lockdown.*

Jan 2012 –
Present

Humanitas Consulting, LLC, New Hope, PA
Founder and Managing Partner

- *Having taken a company, Topaz Pharmaceuticals, from a startup to a \$200 million exit, I started Humanitas to provide clients and friends with powerful insights to improve their businesses. With Topaz, I built an excellent team and raised \$36 million in private capital along the way. I am passionate about delivering rapid results and lasting value. Ran Humanitas in parallel with CEO gigs that I have also enjoyed. History includes top global leadership positions at Merck, as well as advising C-level executives in blue chip companies, and leading smaller companies in pharma, biotech, and medical devices. Uniquely, I have also led and run business in both human and animal health. I particularly specialize in consulting and advising on strategy, multi-faceted business challenges, and commercial opportunities.*

Sep 2018 –
Nov 2019

Alten Calsoft Labs, Santa Clara, CA & KOP, PA

Partner, Life Sciences Practice

- Partner in the Life sciences practice in North America for a global leader in digital solutions and consulting. Focused on innovation and the implementation of blockchain technology into clinical trials. Created a collaborative team externally and internally working with clinical research organizations to produce a platform which decreases errors, decreases trial length and reduces costs. In addition, the business supplies staffing for biometrics and SAS/CDM programming and consulting.

Mar 2014 –
Apr 2018

Reliefband Technologies, LLC, Horsham, PA & Chicago, IL

President and CEO

- Reliefband® LLC develops FDA cleared and clinically evaluated digital, wearable devices that stop both nausea and vomiting. Indications include clearance for nausea associated with chemotherapy, morning sickness, motion sickness and postoperative nausea.
 - Built and led an enthusiastic, dedicated high performing team
 - Restructured company in 2015 to make it investor attractive
 - Raised \$16 million in new investment
 - Led the team and engineered an Rx to OTC go to market strategy for the company
 - Aggressively increased sales by six times in two and a half years
 - Developed new Reliefband 2.0 from concept to launch at the Consumer Electronics Show

Jan 2005 – Oct
2011

Topaz Pharmaceuticals, Inc., Horsham, PA

Founder, Chairman, CEO, President, and Board Director (various)

- Co-founded Topaz Pharmaceuticals Inc. in 2005. As CEO and President for six years and a Member of the Board throughout.
- Led the company from start-up through three major rounds of funding and drove significant value growth which resulted in a successful exit by and acquisition by Sanofi Pasteur in October 2011.
- Ran the company from FDA Pre IND through Phases 1, 2 and 3 to full PDUFA filing and NDA approval on first submission.
- Raised \$35 million of private investment, sold company for over \$200 million to Sanofi.

Dec 1986 – Oct
2004

Merck & Co., Various Global Locations

Executive Director of US Operations

- Led team to plan the Gardasil® vaccine launch in the USA. Now a \$ billion franchise.
- Implemented novel ways of selling biological (vaccines) products directly to pediatricians and family physician offices via the internet and telesales. Grew business value to \$400 million (today it transacts over one billion dollars revenue).
- Created multiple collaborative cross-functional teams and committees.
- Ran new team for Merck's largest global vaccine brand (M-M-R ® II) - \$330 million US revenue

Merck Animal Health/Merial

Executive Director

- Country management of Large and Companion Animal franchise groups in the USA. \$250 million revenue. Led 140 sales, tech service and marketing personnel
- Led consumer animal health group Heartgard®, Eqvalan®, Enacard®. First Rx advertising on TV with 'Lassie'. Grew franchise from \$78 million to \$270 million

SKILLS

Leadership

Industry Knowledge

Interpersonal

Time Management

Technical

Collaboration & Teamwork

Pharmaceutical Industry

Biotechnology

Business Planning

Marketing

Lifesciences

Commercialization

Pharmaceuticals

Business Strategy

Critical Thinking

Creative Thinking

Problem Solving

Leadership

Medical Devices

Start-ups

Market Research

Vaccines

Team Building

Clinical Research

Product Launch

Sales Management