## Contact

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## Top Skills

International Sales
Drug Development
Biotechnology

# Jennifer Herron

Founder, CEO, Company Builder
Estero, Florida, United States

## Summary

Jennifer is an accomplished and visionary biopharma leader with a distinguished career spanning over three decades in the global biotech and pharmaceutical arenas. With an unwavering commitment to advancing science and delivering innovative therapies to patients in need, Jennifer has made significant contributions in the areas of oncology and immunology. Her exceptional ability to forge connections across research, early clinical development and commercialization results in organizational cohesion in vision, mission and values ultimately delivering accelerated patient access to new medicines.

In her last role as Chief Commercial Officer at ADC Therapeutics, Jennifer raised greater than $900M through the IPO, secondary offering, debt and royalty deals while building the US commercial operation in 18 months and generating $75M in the first full year of sales in the very competitive market of DLBCL. Jennifer has had P&L responsibility for businesses in pharma and biotech ranging from $100M to $1.5B and has served on two public biotech boards as an independent director in the areas of cell therapy (GNCA) and autoimmune/inflammation (CCXI).

Currently, Jennifer advises emerging biotech companies through her company, BioSpark Consulting, LLC. She also serves on the Board of Trustees for her Alma Mater, Gwynedd Mercy Academy High School where she is deeply committed to contributing to the next generation of female leaders.

## Experience

EMBioSys
Founding Board Member
January 2024 - Present (2 years 11 months)
Boston, Massachusetts, United States

Independent Director and Strategic Advisor

### Adroya Sciences, Inc.

**Co-Founder and Chief Executive Officer**

January 2024 - Present (2 years 11 months)

Florida, United States

Corporate Structure and Governance

Series A Capital Raise

Clinical Development Strategy

Start-up Operations

### BioSpark Consulting, LLC

**Founder and Principal**

April 2023 - Present (3 years 8 months)

Enabling emerging biotech companies to accelerate novel therapies to patients by leveraging strategic and operational expertise to drive commercial and enterprise value.

### Gwynedd Mercy Academy High School

**Director - Board of Trustees**

2021 - Present (5 years)

Gwynedd, Pennsylvania, United States

Active member of the Board of Trustees and specifically focused on the Finance and Enrollment Committees.

### ChemoCentryx

**Independent Director - Board of Directors**

June 2022 - March 2023 (10 months)

San Carlos, California, United States

Engaged member of the Audit Committee; Position ended with successful acquisition by Amgen for $3.7B, 115% premium.

### ADC Therapeutics

**Senior Vice President and Chief Commercial Officer**

November 2019 - December 2022 (3 years 2 months)

Murray Hill, New Jersey

Worldwide commercial responsibility for ADCT pipeline.

US Commercial organization build and launch in 18 months for first commercial product in r/r DLBCL in 2021; First FY sales of $75M outpacing expectations.

Significant capital raising experience with twice expanded and up-priced IPO, follow-on financing and debt and royalty instruments.
PM 360 Elite Award Winner in May 2022 as a Launch Expert

### Genocea Biosciences
**Independent Director - Board of Directors**
September 2021 - July 2022 (11 months)
Cambridge, Massachusetts, United States

Engaged member of the Compensation Committee; Position ended with an orderly closure of company operations due to lack of sufficient funding.

### ImmunoGen, Inc.
**Executive Vice President and Chief Commercial Officer**
April 2019 - June 2019 (3 months)
Waltham, MA

Provided market shaping and pre-commercialization guidance for mirvetuximab soravtansine until the pivotal phase 3 trial failed to meet its primary endpoints resulting in a company restructure.

### MorphoSys
**Founder and President, Morphosys US Inc. and Executive Vice President, Global Commercial**
May 2018 - December 2018 (8 months)
US HQ New Jersey

Led the early global commercialization work supporting the launch of Monjuvi (tafasitamab) in 2020.
Supported the enterprise transformation of Morphosys to a US-based commercial stage biotech company. Transitioned out following a change in the enterprise operational model.

### ARIAD Pharmaceuticals, Inc.
**Executive Vice President and Chief Commercial Officer**
May 2016 - April 2017 (1 year)
Cambridge, MA

Joined the executive leadership team as part of an investor-led turn around. Improved in-line performance and prepared new product launch culminating in a successful acquisition by Takeda in April 2017.

### Bristol-Myers Squibb
10 years

**Lead, WW Commercial Transformation and Operating Model Evolution**

April 2016 - May 2016 (2 months)
Lawrenceville, NJ

### Vice President, US Immunology
May 2014 - April 2016 (2 years)
Plainsboro, New Jersey

Led the mid-life cycle turnaround of the US Orencia business (IV and SC) to double digit volume and significant share growth in the increasingly competitive RA market; Accelerated life cycle initiatives to significantly expand the label and ultimately resulting in BMS divesting Otezla during the Celgene acquisition.

### General Manager, Puerto Rico and the Caribbean
February 2012 - May 2014 (2 years 4 months)
San Juan, Puerto Rico

President of local BMS subsidiary responsible for $150M biopharmaceutical business

Transformed and led the organization following the LOEs for Plavix and Ava/ Ava in 2012

Member, Board of Directors, Pharmaceutical Industry Association (PIA) of Puerto Rico

### Executive Director, US Commercial Operations
2010 - 2012 (2 years)

Led the business critical processes for the BMS US business

### Regional Business Director, CV/Met NY-NJ Region
2009 - 2010 (1 year)

Led a dynamic 130-person organization delivering over $700M in CV and Metabolics businesses

### Senior Director & US Brand Lead Oncology
2007 - 2009 (2 years)

Global Brand Champion for Vinflunine

Senior Director and US Launch Lead for IXEMPRA for Metastatic Breast Cancer

### Director, Global Marketing, US Lead Oncology
2006 - 2007 (1 year)

US Launch Lead, Vinflunine in Bladder and Metastatic Breast Cancer

### Novartis Oncology

### Associate Director, Oncology
2002 - 2006 (4 years)
Florham Park, NJ

New Product Development, US

US Commercial Lead PTK 787 for metastatic CRC

ZOMETA US Life Cycle Mgmt: Chemotx Induced Bone Loss (CTIBL) in Breast and Prostate Cancers

### GSK Oncology
6 years

### Senior Product Manager, Oncology
1998 - 2002 (4 years)
Philadelphia, PA

GSK Oncology New Product Development & Strategy

SB/GSK Oncology Integration

Hycamtin SCLC Launch

Hycamtin Ovarian In-line business

### MBA Development Program
1996 - 1998 (2 years)
Philadelphia, PA

MBA Development Program

Field Sales

Oncology Marketing (In-line and LCM)

## Education

### Georgetown University - The McDonough School of Business
MBA, Marketing, Strategy, Finance · (1994 - 1996)

### Lehigh University
Bachelor of Arts, Biology, Economics · (1987 - 1991)

### Harvard Business School
Executive Education, Succeeding as a Corporate Director, Class of 2017