

# Liron Sissman, MBA

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## BUSINESS DEVELOPMENT EXECUTIVE

I craft transformative partnerships that fuel growth by uncovering rare opportunities and merging finance with creativity to bridge divides, align stakeholders, and de-risk deals, drawing on insights from all sides of the table.

End-to-end deal leadership across in/out-licensing, M&A, divestitures, and strategic partnerships.

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## CORE COMPETENCIES

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Deal Sourcing, structuring, negotiations and execution | Strategic in/out-licensing and partnering | Search and evaluation | Corporate Merger and Acquisitions (M&A) transactions | Leading cross-functional diligence teams | C-Suite and Board presentations | Cross-border transactions | Rare diseases

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## EXPERIENCE

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**PARATEK PHARMACEUTICALS**, King of Prussia, PA  
**Vice President, Business Development**

**2024 – Current**

Lead Business Development for a PE-backed commercial pharmaceutical company, delivering on strategic growth objectives in a lean, post-acquisition environment. Report to President & CCO. Source, evaluate, and negotiate opportunities, including complex cross-border partnerships. Drive cross-functional diligence and internal alignment across key stakeholders. Collaborate closely with executive leadership, investors, and external partners to enable portfolio expansion and value creation. Represent the company in investor meetings and at industry conferences.

**INTERCEPT PHARMACEUTICALS**, Morristown, NJ  
**Global Head Business Development**

**2021 – 2024**

Headed Global Business Development for a pharmaceutical company. Reported to CFO

- Orchestrated process and due diligence resulting in the \$794 million Alfasigma acquisition at 82% premium.
- Led process and due diligence resulting in a \$450 million Ocaliva ex-US acquisition by Advanz.
- Identified, evaluated, and recommended strategic growth opportunities, creating a deal pipeline in line with company's strategic objectives. Led cross-functional teams through due diligence and evaluation. Constructed terms and recommended opportunities to C-Suite for licensing, partnering, and acquisitions.
- Piloted all ex-US out-licensing initiatives.

**ALYON**, a US subsidiary of a Swiss pharmaceutical company, Hackensack, NJ  
**Head of Business Development**, North America

**2016 – 2021**

Led strategic growth initiatives, identified and secured commercial partners, and negotiated licensing and partnership agreements. Oversaw alliances. Reported to CEO.

- Negotiated and secured the company's first US licensing agreement for a pipeline injectable, generating milestones and up to 2.5x development cost plus royalties.
- Closed first US project for a newly acquired European CDMO, adding profit-sharing and market incentives.
- Orchestrated a strategic three-way partnership across two assets, identified and engaged potential partners, negotiated terms, and aligned stakeholders to drive market expansion and long-term growth.

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LUMINANT, Stamford, CT

2008 – 2016

**Business Development and Strategy Lead Consultant**

Provided strategic consulting to life science organizations, delivering actionable insights that optimized growth and enhanced market positioning.

- Architected a growth strategy and new life sciences service for a healthcare informatics company that drove a 35% valuation uplift and supported its \$275 million acquisition by a PE firm.
- Developed strategic portfolio valuations and business case that enabled a generic pharmaceutical company to secure a \$10 million private placement and complete a successful spinout.
- Catalyzed the transformation of clinical trial design for an international biopharmaceutical firm, driving improvements in trial outcomes based on strategic feedback from prospective partners.

**ADDITIONAL RELEVANT EXPERIENCE**

INNAPHARMA, Suffern, NY

**Acting CFO**

Directed Finance, Accounting, and Business Development for a pharmaceutical company with a CRO business.

- Managed all aspects of the CFO office, including fundraising.
- Sourced, evaluated, negotiated, and closed a partnership for a de-risked Phase III asset aligned with CRO, boosting investor confidence and accelerating time to market. Drug was approved and successfully launched.
- Developed ex-US valuations and lined up potential licensees for early pipeline assets.
- Presented to Wall Street, resulting in the completion of a \$6 million private placement with a \$2 million follow-on.
- Facilitated bidding on CRO projects. Established cost structures, streamlined process, and de-risked cost estimation.

TARO PHARMACEUTICALS, USA, Hawthorne, NY

**Director, Financial Analysis and Strategic Planning**

Evaluated strategic growth opportunities across brand, generic, and OTC and business expansion strategies. Stewarded portfolio management and optimization for a multinational life science company.

- Evaluated and facilitated the acquisition of an OTC product, enhancing the company's specialty portfolio.
- Charted a strategic entry path into the sterile market considering dosage form expertise.
- Piloted R&D Portfolio management and optimization.
  - Created an interactive, predictive valuation model that incorporated gathered insights, ranked new targets, and streamlined project selection.
  - Applied model to prioritize a portfolio of 300 pipeline projects. Results: Optimized R&D resources, improved profitability, and helped increase annual FDA submissions from 5 to 14.

PUBLIC SERVICE ELECTRIC AND GAS (PSE&G), Newark, NJ

**Business Analysis Manager**

Recruited to help prepare a Fortune 500 company for upcoming deregulation.

- Partnered with Boston Consulting Group to lead transition from earnings-per-share targets to cash-based metrics.
  - Identified business drivers and analyzed portfolio to optimize performance across seven business units.
  - Mentored senior executives and trained Analysts on Value Management.
- Led diligence on a proposed joint venture in an adjacent industry; uncovered execution risks and capital requirements far exceeding projections, validated findings, and informed senior executives' investment decision.

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**EDUCATION**

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**Master of Business Administration (MBA), Finance and International Business.** New York University, New York, NY

**Bachelor of Science (B.Sc.), Chemistry, *Cum Laude*.** The Hebrew University, Jerusalem, Israel

- Discovered a new chemical Poly-Bis( $\mu$ -Diphenyl-Phosphinato)-Copper(II). Published an article in *Inorganica Chimica Acta*. Received three academic achievement awards

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**HONORS**

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**Management Honors Program, Weizmann Institute,** Rehovot, Israel

- Selected from top ten graduates of all universities. Awarded a scholarship for excellence