

QUALIFICATIONS SUMMARY

Commercial executive with a strong understanding of the pharmaceutical, biotechnology, and CASE industries including early stage R&D, CADD, AI, Cheminformatics, chemicals, and manufacturing. Growth-oriented with global experience developing new marketings, building and mentoring sales teams and partnering with large pharmaceutical and biotech companies. Senior leader with sharp communication and presentation skills and an enthusiastic relationship builder with clients and team members. Key competencies include:

- Exceeding Sales Targets
- Building Strong Customer Relationships
- Locating and Closing New Business
- Strategic Account Management
- Team Leadership and Training
- Negotiation of Complex Deals

PROFESSIONAL EXPERIENCE**SANDBOXAQ****06/2026-Present****Vice President of Business Development**, Chemical Simulation, Remote (TX) (06/2026-Present)

SandboxAQ applies AI plus physics-based simulation to accelerate chemical and materials R&D, helping teams predict properties, screen candidates, and explore new chemical space with higher speed and fidelity than conventional approaches alone. Its chemical simulation focus includes catalyst discovery and refinement, sustainable compounds and formulations, battery chemistry optimization, and materials design, supported by automated high-throughput workflows and generative chemistry pipelines.

- Lead business development for SandboxAQ's Chemical Simulation (ChemSim) business, driving commercial growth across energy storage, catalysts, chemicals, and advanced materials
- Built and executed go-to-market strategy leveraging AI- and physics-based modeling, including Large Quantitative Models (LQMs), generative AI, and Density Functional Theory workflows
- Develop senior-level relationships with CTOs and Heads of Innovation at key customers and value chain partners
- Established the commercial organization, including team structure, pipeline management, pricing strategy, and performance frameworks
- Identify and expand into new market segments and emerging application areas for AI-driven materials discovery

EMOLECULES**04/2024-06/2026****Vice President, Global Accounts**, Life Sciences, Chemicals, Remote (TX) (04/2024-Present)

eMolecules - founded in 2005 with a vision to reduce drug discovery timelines through improved efficiencies in the compound search and acquisition process. This led to the creation of the industry's most powerful, reliable and accurate digital chemical search engine directly connecting chemists to the world's largest readily-available chemical space. In this role, I drive bookings and revenue growth in top 15 global accounts as well as penetrate new biotech companies, specifically growing existing solutions and driving the adoption of new solutions.

- Manage a team with a quota over \$80M across large pharma and biotech companies.
- Coordinate weekly with eMolecules CEO and Board of Directors to deliver revenue forecasts.
- Primary strategic account manager for global top 20 pharmaceutical companies.
- Lead a team of 10 sales and marketing managers supporting Global growth efforts, primarily US, EU, and APAC.

- Develop go-to-market strategy for new biotech products, including margin analysis, marketing plans, and target audience.
- Created GTM strategy for new geographies (APAC and Middle East). Executed contracts with key distribution partners in Japan and South Korea leading to the company's first sales in each country.
- Immediately developed new business at top pharma accounts through prospecting and relationship management, leading to over \$2M in new annual business.
- Key stakeholder for all computational, AI, and LIMS partnerships.
- Support M&A team in diligence on new companies as potential acquisition targets.
- Establish multiple-level contacts within assigned accounts by presenting to, consulting with, and cultivating relationships at all influencers levels including C-level executives.

KOSEOGLU CONSULTING, LLC**07/2024 – 06/2026****Owner/Consultant**, Remote (TX) (07/2024 – Present)

Market entry, business development, and marketing consulting for biotech and life sciences companies.

- Developed the marketing strategy to enter the US market for data consolidation EU SaaS firm.
- Created sales plan, provided warm introductions, and generated marketing strategy for computational, AI hit discovery service provider out of California.
- Implemented CRM for AI Service providers to track new leads, pipeline, and customer interactions.
- Provided warm introductions and “boots on the ground” support for Korean SaaS computational chemistry provider for US market.

ENDLESS FRONTIER LABS**10/2024-Present****Mentor**, Life Science Mentorship, Remote (TX) (10/2024-Present)

Endless Frontier Labs (EFL) is a highly selective, nine-month structured mentorship program based at NYU Stern School of Business that focuses on maximizing the potential of massively scalable, science and deep technology startups. I provide mentorship to the Life Sciences track start-ups.

SCHRÖDINGER**01/2021 – 04/2024****Director, Sales**, Life Sciences, Remote (TX) (01/2022 – 04/2024)

Life Science software firm selling R&D drug discovery software and services for small-molecules, biologics, and formulations. Manage a team quota of ~\$8M/year in commercial pharmaceutical and biotech accounts ranging from \$50k-\$1M/year in sales. Primary account manager for all government accounts, working closely with the NIH, CDC, and FDA. Grow strategic accounts through service projects and upselling software. Present our value proposition, consult, and bring online new small/mid-sized biotech with our software.

- Partner with biotech companies, including investing capital and software in strategic companies in exchange for equity and downstream payments. Deals were typically around \$3M in investment.
- Developed new business deals worth \$2M during 2022 and another \$2.5M in 2023.
- In 2023 began leading a team of account managers for the assigned territory, \$8M.
- Closed two milestone-based deals worth \$900k in revenue for 2022.
- Over \$5M in new deals currently in the pipeline at departure.
- Continued to grow key strategic accounts by 50% year over year through creative upsell techniques.
- Manage all services contracts for the Central region.
- Negotiated \$500k contract with the FDA and a \$600k contract with the NIH in 2023.
- Coordinated meetings between application scientists and the sales team to develop sales plans.
- Developed partnerships with large, nationwide incubators and venture capital organizations for service and software contracts within their portfolio.
- Primary account manager to discover and implement projects for government solicitations as a subcontractor through preferred partners.

- Implemented novel prospecting tools such as Dripify, PitchBook, RocketReach, and MailMerge to uncover new business.
- Visit customers on-site for training, support, and business development meetings.
- Attend trade shows and conferences across the US for prospecting.
- Interviewed candidates for sales team positions.

Senior Account Manager, Life Sciences, Remote (TX) (01/2021 – 01/2022)

- Increased sales for key accounts by 30% in year 1.
- Established new software business worth >\$1M within the first year for biotech, academia, and government accounts.
- Developed key service partnerships worth over \$500k for long-term, milestone-based service projects. Projects ranged from hit discovery to lead optimization.
- Negotiated CDAs and milestone-based Statement of Works with accounts.
- Prospected and discovered >15 new accounts worth over \$700k.
- Displaced competitors at multiple accounts by demonstrating key differentiators in our service offerings.
- Deployed cloud-based software to 3 accounts, coordinating with solution architects and strategic deployment managers to ensure timely and secure delivery.
- Coordinate with European and Asian teams to facilitate growth within strategic global accounts.
- Completed 6 service projects from initial idea to final product for 4 different accounts, coordinating between application scientists and the external R&D PIs.
- Present value proposition to venture capital firms to broaden reach across the biotech industry.
- Trained 3 new employees in sales techniques for the biotech industry.
- Visited a handful of customers, post-vaccination, for training and evaluation of our platform.

KANEKA NORTH AMERICA

05/2013 – 12/2020

Marketing Account Manager, MS Polymer Division, Pasadena, TX (07/2018 – 12/2020)

Manage key accounts for the MS Polymer division with revenues over \$6M annually. Support these accounts by cross-selling, offering R&D and production support, and facilitating timely delivery of products. Develop new business by supporting clients in developing new products and formulations. Grow number of new clients through cold calls to C-level executives (VP, Director, CEO) in Research and Development (R&D) functions as well as attendance of tradeshow and implementation of marketing strategy. Present the chemistry to the new clients to gain buy-in and offer scale-up support.

- Grew sales from \$4.5M to over \$6M annually, meeting all sales objectives year-over-year, through cross-selling and development of new formulations with R&D scientists.
- Increased client base accountable for from 5 to over 50 in various stages of lifecycle development (1-5 years).
- Cold called directors, VPs, and C-level executives in R&D roles to establish initial contact with over 35 new accounts
- Facilitated growth using contract development manufacturers (CDMO) to assist in customer production.
- Supported clients in scale-up of trial batches to production-scale manufacturing.
- Planned and supported clients' visits to the facility for training and introduction.
- Developed marketing strategy which acquired 6 new major (>\$250K/year) accounts within 1 year.
- Attended conferences, courses, and webinars to gain insight into competitors and market intelligence as well as gaining new business development opportunities.
- Reported activities and strategic objections of accounts including volume and revenue forecasts to internal C-level management on a monthly basis.

- Negotiated pricing proposal based on geography, volume, and project potential with clients' purchasing managers.
- Coordinated delivery of goods to Mexico and Chile by working with carriers to ensure customs documentation were completed correctly.
- Discovered and setup first new account in Chile and major account in Mexico bringing in over \$250K/year.

Lead Chemist – Nutrients Division, Pasadena, TX (12/2015 – 07/2018)

Led team of 3 analytical chemists in support of the production process at a cGMP, FDA-regulated facility. Tested in-process samples from fermentation, purification, crystallization, drying, and packaging processes on laboratory instrumentation. Offered consultation to the production crew members during process upsets.

- Supported R&D during production trials of new processes in order to improve efficiencies.
- Developed innovative method to test for contaminants in the production process and trained the team at the Japanese headquarters.

Quality Control Analyst – Nutrients Division, Pasadena, TX (05/2013 –12/2015)

Responsible for testing of all final product nutraceuticals and incoming raw materials using USP and EP monograph testing requirements.

- Analyzed HPLC, GC, and FTIR chromatography for purity analysis of final product and raw materials.

EDUCATION

Master of Business Administration (MBA), Marketing/Go-to-Market Strategy Focus
RICE UNIVERSITY, JONES GRADUATE SCHOOL OF BUSINESS, 2018

Bachelor of Science, Chemistry
TEXAS A&M UNIVERSITY, 2013

MiniPharma – Team Lead: “Miniature Pharmaceutical Company”

- Supervised Assay, Synthesis, and Molecular Modeling Teams in Oncology Drug Development
- Ran protein / ligand binding energy calculations using NAMD and Discovery Studio to determine molecules for synthesis
 - Presented findings to Chemistry department leaders monthly

Additional Information

Languages: Spanish (Conversant), Swedish (Conversant), Turkish (Beginner)

Citizenship: USA, Sweden, Turkey

Skills: Business Development, Sales Forecasting, Negotiations, Presentations, Salesforce, Microsoft Office, Cold Calling, Pricing Strategies, Marketing Strategy, NAMD, Discovery Studio, Salesforce, Netsuite, SAP, LIMS, Dripify, RocketReach, LinkedIn Sales Navigator, PitchBook, Asana, Hubspot, Clay

Relevant Coursework: Drug Discovery and Development (Harvard Medical, HMX), Drug Discovery, Drug Development, Drug Commercialization (UC San Diego)