



Ana Kiricova  +1-708-257-7669  ana@kiricova.com  San Diego, CA  Kiricova.com

Credentials:

Certified Licensing Professional (CLP)

CRM and IP Management Tool: Inteum and Salesforce

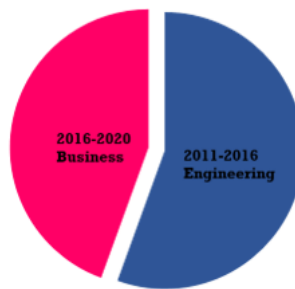
Intellectual Property Mapping: Innography and Thompson Innovation

Statistical Design of Experiments: Minitab and JMP

Polyglot: Advanced proficiency in Macedonian and French with intermediate proficiency in German

Profile:

Career:



Current role:



What motivates me:



Related Experience

Business Development Manager

06/2017 – Present

Wildcat Discovery Technologies, Inc. – San Diego, CA

My Role:

Business Development

- Brought new prospective clients to Wildcat
- Created and responded to RFP's for Service Agreements
- Created value propositions for prospective clients
- Negotiated price and intellectual property terms
- Managed customer relationships from introduction through contract negotiation and work execution

Project Management

- Main point of contact for customers on ongoing projects
- Oversaw project deliverables
- Tracked key performance measures for ongoing projects on a monthly basis with consideration to impact on revenue
- Completed retrospective analysis of project budgeting

Marketing

- Global market analysis of battery related raw materials, sources, and new technologies
- Led and organized Wildcat's participation in global trade shows
- Created various marketing materials showcasing Wildcat's value proposition

Business Development Executive

12/2015 – 06/2017

Argonne National Laboratory – Lemont, IL

My Role:

Business Development

- Managed FY16 Sponsored research activities app. \$8M
- Negotiated and managed contracts and intellectual property licenses between \$50K- \$3M

Energy Storage Program Management

- Business counterpart to technical director leading Energy Storage program
- Educational outreach to scientist
 - *Intellectual Property as a Part of a Business Strategy*
 - *Application of Statistical Design of Experiments in Battery Research*
- Assisted directors in strategic approach to industrial partnerships by providing insight into IP landscape and market analysis
- Designed formal processes and refined existing contracting processes for higher efficiency within business group

Intellectual property Management

- Decision maker on patent cases in Energy storage portfolio
- Manager of portfolio of >250 technologies

Chemical Engineer

12/2014 – 12/2015

Argonne National Lab Materials Engineering Research Facility (MERF) – Lemont, IL

Key Accomplishments and Activities:

- Designed and demonstrated successful cathode material synthesis via Taylor- vortex reactor
- Focused on scale-up and secondary processing of Li-ion cathode materials
- Developed coating capabilities for MERF program
- Implemented new coatings and coating processes for cathode materials in lithium ion batteries
Generated and tested battery cells on MACCOR cyclers
- Performed electrochemical data analysis using statistical methods
- Consulted various groups on the use of Design of Experiments for more efficient data generation and robust design
- Presented poster at Advanced Automotive Battery Show 2015 Detroit, MI

Research Engineer**05/2014 – 12/2014***Nanophase Technologies Corporation – Romeoville IL*

- Specialized as a liaison between R&D, Business Development, and Engineering groups to facilitate scale-up and commercialization of new products
- Developed nano- material dispersions for precision optics polishing
- Assembled pitch polishing laboratory for process simulation

Chemist**04/2011 – 05/2014***Nanophase Technologies Corporation – Romeoville IL*

- Designed Nanophase product from nano-particle production to large scale dispersion beating SOTA product by 2X in performance in the application of IR-absorptive films
- Developed various nano-particle based dispersions for applications in energy, cosmetics, and corrosion resistance

Education**Master's Chemical Engineering****05/2014***Illinois Institute of Technology – Chicago IL*

- GPA 3.3/4.0

Elective Coursework

- Entrepreneurship and Intellectual Property Management
- Energy Environment and Economics

Bachelor of Science Chemistry**05/2011***Benedictine University – Lisle, IL*

- GPA 3.3/4.0

Patents

US20180123117A9

05/2018

Apple Inc.

Cathode Active Materials for Lithium-Ion Batteries