

# JEFFREY SMITH

Earlsville, VA 22150

Hiring Manager

I am writing to express my interest in pursuing the Director opening with your Organization where I can leverage over 25 years of scientific leadership in assay development, biomarker strategy, and translational research to help drive forward therapeutic innovation and operational excellence. Throughout my career, I have led the design and execution of scientific platforms driving advancements in oncology and inflammatory disease therapies, that bridge preclinical discovery with clinical application, enabling teams to advance high-impact programs with clarity, rigor, and speed.

Most recently, as Senior Director of Translational Science at Biora Therapeutics, I led a multidisciplinary team responsible for developing novel PK/PD assays and biomarker platforms in support of inflammatory disease programs. My leadership extended from concept development through validation, regulatory documentation, and clinical deployment. One of my key achievements was engineering a protease inhibitor cocktail that preserved sample integrity for extended durations—significantly reducing assay variability and increasing downstream reliability for biomarker-based decision-making.

Previously, as Chief Scientific Officer and co-founder of Axon Dx, I built and led an R&D organization focused on minimally invasive diagnostics for cancer. I secured investor funding, filed multiple patents, and developed an innovative sample preparation method that enhanced rare cell and biomarker detection. This role gave me a deep appreciation for balancing scientific depth with operational pragmatism, especially in fast-paced, resource-constrained environments.

I bring a strategic mindset, hands-on technical experience, and a collaborative leadership style. I have built and scaled teams, led cross-functional initiatives with clinical, engineering, and commercial partners, and contributed to regulatory submissions in both early- and late-stage development settings. I thrive in environments that value innovation, accountability, and a shared commitment to improving patient outcomes.

I would welcome the opportunity to bring my expertise to an organization that shares this mission. Thank you for your time and consideration. I look forward to the possibility of contributing to your leadership team.

Sincerely,  
Jeffrey Smith

*Jeffrey Smith*