

ANDREW EIBLING

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ALLIANCE AND PARTNERSHIP MANAGEMENT EXECUTIVE

Strategic Planning • Negotiating & Managing Partnerships • Growing Revenue

Innovative Alliance and Partnership Management Executive with extensive experience evaluating, forming, and managing external partnerships and alliances in the pharmaceutical and contract research industries in all phases of drug discovery and development. Background in sales and operational leadership working across a variety of functions, business units, and therapeutic areas. Recognized as a leader in the alliance management space.

CORE COMPETENCIES

- Alliances / Partnerships
- Business Development
- Sales Management
- Cross-Functional Leadership
- Corporate Strategy
- Resource Planning & Allocation
- Financial Management
- Customer / Partner Experience
- Training & Development

PROFESSIONAL EXPERIENCE

Covance | Indianapolis, IN

2011 – 2018

A global contract research organization in the biopharmaceutical industry providing services from discovery through clinical development with \$2 billion in revenue and 14,000 employees.

Vice President, Enterprise Alliance Management | 2016 – 2018

Served on senior leadership and global commercial organization leadership teams, responsible for the enterprise alliance management organization. Accountable for most critical client relationships, representing more than \$900 million in annual revenue. Managed five direct reports and worked with sales and operational resources at all levels to drive growth and operational excellence.

Leadership

- **\$900 million annual revenue produced** by building a formal alliance management organization and capability in order to manage current relationships more effectively and to identify potential new alliance portfolio clients.
- **Elevated the Net Promoter Score system**, targeting a 25% jump in overall response rate, and educated leadership on the concept and value through sponsorship of the voice of the customer / customer experience team.

Sales Management

- **8% annual growth for enterprise clients realized** by designing an online account planning process to align strategy and improve communication across business units, expanding cross-selling and integrated opportunities.
- **Exceeded sales targets 10%** for the first two years of a pilot by creating and implementing a system to approach clients by industry segment rather than geography and business unit. Organized the team to develop a plan to modify sales structure, incentives, and target clients.
- **Balanced financial and operational / strategic performance** by aligning the performance evaluation process with corporate objectives and sales targets by developing an alliance management incentive compensation system.
- **Grew enterprise revenue** by utilizing an enterprise account-based revenue targeting and tracking process to align goals across business units, alliance managers, and sales leadership.

Vice President, Alliance Management | 2011 – 2016

Managed the groundbreaking flagship alliance with Eli Lilly & Company, which included \$1.6 billion in revenue commitments. Responsible for operational success and commercial growth. Supervised two direct and 13 indirect reports across all business units and customer areas.

Business Development

- **\$150 million value added** to the strategic alliance agreement by negotiating a critical amendment that modified the original annual revenue commitment.
- **\$150 million future account revenue secured** by increasing presence in the biotech market through a new solution called MarketPlace, a confidential website allowing biotech clients to post assets accessible to big pharma clients.
- **\$80 million key clinical informatics opportunity secured** by leading a team of sales, technology, and clinical experts to develop a strategy, proposal, and budget, which also led to \$50 million in additional client wins.

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Alliances / Partnerships

- **31% revenue growth obtained in one year** by developing a robust account strategy that leveraged strategic internal and external relationships and resulted in opening five new business areas.
- **Increased alliance satisfaction ratings** by initiating the voice of the partnership survey program to assess relationship health and implementation of improvement activities.
- **Differentiated the company** by forming an internal alliance management network that improved role consistency and understanding of alliance manager contributions, resulting in a senior leadership award.

Eli Lilly & Company | Indianapolis, IN

A top-ten global pharmaceutical company with \$20 billion revenue and 30,000 employees.

Director, Business Development | 2009 – 2011

Led the evaluation, negotiation, and contracting of licensing and co-development transactions for potential drug therapies in early stages of development and technologies that enable drug discovery and delivery.

- **Gained exclusive rights** for the company to evaluate and develop antibodies as potential therapies by negotiating a license designating the antibodies as discovery tools for Alzheimer's disease research.
- **Strengthened innovation strategy** by placing assets into an external company/venture capital funding mechanism and selling the assets to product-focused companies to avoid research expenditures while retaining first repurchasing rights.

Alliance Manager, Office of Alliance Management | 2000 – 2009

Responsible for managing various major alliances and joint ventures. Accountable for contract management, financial tracking, governance, alliance effectiveness, and value creation for each partnership.

- **\$800 million product commercialization agreement established** by bringing together alliance partners to resolve a lingering area of financial dispute and improve working relationships.
- **Integrated staff and facilities** post-merger ahead of schedule for a major partner acquisition, working with leadership and human resources to determine the staff implications, with no negative impact on development projects.
- **\$3.5 million savings realized** for each alliance partner company by restructuring an alliance to assign one owner to each functional area, which required aligning senior leadership, adjusting cultural environments, and reducing headcount.

Previous Experience with Eli Lilly & Company

Also served in leadership roles in parenteral manufacturing and facilities delivery engineering.

Business Development Project Manager, Sphinx Pharmaceuticals Division | Durham, NC

Managed key technology alliances, negotiated licensing and development transactions, and drove strategic planning exercises at a division responsible for early-stage drug discovery.

- **\$20 million royalties and milestones earned** by negotiating and managing a novel strategic alliance based on transfer of technology and capabilities, establishing a long-term relationship.
- **Enacted a long-range business unit strategy** by leveraging internal and external experts to develop a framework to improve decision-making, business planning, and prioritization of supporting initiatives.

Senior Financial Analyst, Manufacturing Financial, Strategy and Planning | Indianapolis, IN

Spearheaded financial analysis for strategy and planning for global fill / finish manufacturing operations. Oversaw annual business planning process, developed new cost accounting tools, and created supply chain strategy.

- **Reduced product mix complexity** by developing and rolling out an innovative tool to better estimate individual proposed product costs and streamline assessment of new product packaging options.
- **Elevated efficiency and accuracy** of annual and long-range business plans by creating templates and leveraging technology in the planning process.

EDUCATION & CERTIFICATION

Master of Arts in Business Administration (Management), Indiana University

Bachelor of Science in Mechanical Engineering, Purdue University

Certified Strategic Alliance Professional (CSAP)

Association of Strategic Alliance Professionals