



Nick Spring

BSc (Hons), DipM, MCIM

PROFESSIONAL SUMMARY

Seasoned, purposeful executive with a strong record of team building, strategic planning, and tactical execution in high-paced organizations in pharma, biotech, med-devices, and digital transformation in human and animal health. Utilizes keen analysis and insights and a collaborative team approach to drive commercialization, project planning, organizational improvements, and implementation of best practices. Superior people skills, capable of resolving multiple and complex issues and motivating staff to peak performance. Passion for biotech, pharmaceuticals, digital transformation, healthcare devices, consumer, and professional products/brands.

CONTACT

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EDUCATION

Bachelor of Science

Pure and Applied Zoology
Leeds University

Post Graduate Diploma in Marketing

Chartered Institute in Marketing

Adjunct Professor Pharma and Healthcare Business

Mayes College, USci, Philadelphia

CERTIFICATIONS

Blockchain Council

Certified Blockchain Expert

IBM - Blockchain Basics Certification

PROFESSIONAL EXPERIENCE

2021 -
Present

The Bracken Group Senior Partner

Jan 2020 -
Present

BioVeras LLC Co-Founder CEO, and Board Director

- BioVeras is to developing breakthrough cloud-based software using blockchain technology to make clinical trials dramatically more efficient and productive for Med Device, Pharmaceutical, Biotech, and Biologics studies.

Jan 2012 -
Present

Humanitas Consulting, LLC Founder and Managing Partner

- Having taken a company, Topaz Pharmaceuticals, from a startup to a \$200-million exit, I started Humanitas to provide clients and friends with powerful insights to improve their businesses. With Topaz, I built an excellent team and raised \$36 million in private capital along the way. I am passionate about delivering rapid results and lasting value. Ran Humanitas in parallel with CEO gigs that I have also enjoyed. History includes top global leadership positions at Merck, as well as advising C-level executives in blue chip companies, and leading smaller companies in pharma, biotech, and medical devices. Uniquely, I have also led and run business in both human and animal health. I particularly specialize in consulting and advising on strategy, multi-faceted business challenges, and commercial opportunities.

Sep 2018 -
Nov 2019

Alten Calsoft Labs Partner, Life Sciences Practice

- Partner in the Life sciences practice in North America for a global leader in digital solutions and consulting. Focused on innovation and the implementation of blockchain technology in clinical trials. Created a collaborative team externally and internally working with clinical research organizations to produce a platform that decreases errors, decreases trial length, and reduces costs. In addition, the business supplies staffing for biometrics and SAS/CDM programming and consulting.

Mar 2014 -
Apr 2018

Reliefband Technologies, LLC President and CEO

- Reliefband® LLC develops FDA cleared and clinically evaluated digital, wearable devices that stop both nausea and vomiting. Indications include clearance for nausea associated with chemotherapy, morning sickness, motion sickness, and postoperative nausea.
 - Built and led an enthusiastic, dedicated, high-performing team.
- Restructured company in 2015 to make it investor attractive.
- Raised \$16 million in new investment.
 - Led the team and engineered an Rx to OTC go-to-market strategy for the company.
 - Aggressively increased sales by six times in two and a half years.
 - Developed new Reliefband 2.0 from concept to launch at the Consumer Electronics Show.

SKILLS

Leadership
Industry Knowledge
Interpersonal
Time Management
Technical
Collaboration & Teamwork
Pharmaceutical Industry
Biotechnology
Business Planning
Marketing
Lifesciences
Commercialization
Pharmaceuticals
Business Strategy
Critical Thinking
Creative Thinking
Problem Solving
Leadership
Medical Devices
Start-ups
Market Research
Vaccines
Team Building
Clinical Research
Product Launch
Sales Management

Jan 2005 –
Oct 2011

Topaz Pharmaceuticals, Inc

Founder, Chairman, CEO, President, and Board Director (various)

- Co-founded Topaz Pharmaceuticals Inc. in 2005. As CEO and President for six years and a Member of the Board throughout.
- Led the company from start-up through three major rounds of funding and drove significant value growth which resulted in a successful exit by and acquisition by Sanofi Pasteur in October 2011.
- Ran the company from FDA Pre IND through Phases 1, 2 and 3 to full PDUFA filing and NDA approval on first submission.
- Raised \$35 million of private investment, sold company for more than \$200 million to Sanofi.

Dec 1985 –
Oct 2004

Merck & Co

Executive Director

- Built new initiatives for new ways of selling biological (vaccines) products directly to pediatricians and family physician offices. Specifically, I launched a new website with an associated telesales organization, MerckVaccines.com, which transacted over \$300 million in revenue. Led multiple collaborative cross-functional teams and committees. Led the pre-planning team for the launch of Gardasil in the USA. Gardasil became a billion-dollar blockbuster.