

Martin Klink

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Profile I am a very motivated, effective and open-minded person. Within the scope of my work experience I have acquired a broad overview of the requirements of strong growing businesses in different environments. I am extraordinarily flexible and interdisciplinary with a keen perception and very strong analytical skills.

Work experience Feb 2003 – present Schott Nexterion (www.schott.com/nexterion) Mainz, Germany
Director Finance and Administration

- Responsible for all financial and administrative actions of the globally acting business including monthly and annual financial statements and reports, budgeting, financial analysis, evaluation of new business concepts and business plans, global logistics, customer order processing, SAP, IT and HR.
- Leading negotiation, acquisition and integration of the Quantifoil GmbH, Jena.
- Controlling of multimillion strategic investments in Nimblegen (Madison), Glycominds (Israel) and VC funds (USA).
- Search for external investors to spin-off a new company to offer drug safety services.
- Supervising a team of 4 colleagues (2 US, 2 GER). Reporting to the CEO.

Nov 2001 – Feb 2003 Lion Bioscience (www.lionbioscience.com) San Diego, US
Director Business Analysis and Process Management

- Preparation and execution of major re-engineering and restructuring of the business and divestment of entire lab facilities.
- Key role in analysis, due diligence, valuation and integration efforts of multimillion M&A and partnership transactions like the acquisition of Netgenics Inc, Cleveland.
- Supervising a team of 1 associate director and 4 associates for process management. Reporting to the CEO US and CFO Germany.

Apr 2001 – Nov 2001 Lion Bioscience San Diego, US
Controller, Head of Finance US and Director Process Management

- Overseeing all financial aspects of Lion US, including subsidiaries LBI, LBRI and Trega with a total budget of \$36M and over 150 employees.
- Implemented a new financial software for all US outstations resulting in a more efficient organization with a resource saving of 30%, more accurate accounting and

faster reporting turnaround.

- Sales negotiations of several US contracts to realize cost savings
- Development, implementation and integration of a fully automated, customized HTS infrastructure and a CACO2 platform
- Supervising a team of 1 associate director, 3 managers and 6 associates as member of the executive team. Reporting to the CEO US.

Nov 2000 – Apr 2001

Lion Bioscience

San Diego, US

Project Manager M&A

- Involved in all aspects of the \$34M acquisition of Trega Bioscience.
- Managing the integration master project.
- Working closely together with the executive team (CEO, CFO, COO) from Lion Bioscience AG and Trega Bioscience Inc. Reporting to the CFO.

Apr 1998 – Nov 2000

Lion Bioscience

Heidelberg, Germany

Process Manager

- Responsible for technological evaluation and process implementation, quality control, maintenance and automation across all laboratories (66 people).
- Implementation of various methods and technologies to increase throughput and quality significantly like e.g.: fully automated high-throughput sequencing factory, high-throughput re-arraying, Y2H screening and PCR purification systems.
- Identification and realization of huge saving potential in processes by appropriate QC and optimizations of up to 55% of total costs.
- Introduced activity based costing for lab processes.
- Supervised 7 associates. Worked closely together with production, LIMS group, COO and CFO reporting to the VP Technologies

Education

1995 – 1998 (6 semester)

University Karlsruhe (TH)

Karlsruhe, Germany

Dipl. Ing. Wirtschaftswissenschaften (master business engineering)

Majors in finance and controlling, accounting (HGB), computational science, law, molecular biology, immunology, robotics, and chemical engineering. A study time of 3 years has never been achieved before since the establishment of the faculty in 1972. Average is 6.4 years.

May 1995

Karl Rehbein grammar school

Hanau, Germany

Abitur (1.0)

Languages

German (mother tongue), English (fluent), French

Scholarship

Member of the National Honor Society (Studienstiftung des deutschen Volkes)

Personal

German citizen