

# SPARK EUROPE WEBINAR SERIES 2021

Wednesdays  
at 16.00 CET

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## The Do's and Don'ts in Biopharma Business Development

Tsipi Keren-Lehrer

Wednesday, December 8<sup>th</sup>, 2021 at 4-5 pm (CET) 5-6 pm (Jerusalem)

Online Webinar

- **Biopharma deal making process overview and tips**, sharing Tsipi's extensive experience as business development executive
- **Reviewing the Do's and Don'ts** we will discuss different elements in the process of doing business in the drug development environment with the specific challenges of an Israeli-based company usually with early-stage assets
- **Topics will include** market analysis, partnering strategy, launching a partnering campaign, pharma outreach, negotiation etc.

**Miss Keren-Lehrer** is a Biopharma Business Development Executive, supporting Biopharma companies with their strategic business development efforts. Miss. Keren-Lehrer has over 19 years of experience in the biopharma industry mostly in business development and alliance management roles. Tsipi is an independent Business Development Advisor working with drug developers mainly in the oncology and cancer immunotherapy areas. Since mid-2019 Tsipi serves as Head of BD and Strategic Advisor to BiolineRx, a publicly traded, clinical stage drug development company focused on cancer immunotherapy, and volunteers as mentor in several organizations such as SPARK Tel-Aviv and HUJI. Tsipi was serving as Compugen's VP BD during 2013-2018, and under this role led multiple partnering efforts including a transformative transaction with Bayer HealthCare with over US\$ 550 million total deal value, on very early stage preclinical assets, as well as played an important role in the company strategic focus process. She joined Compugen's R&D in 2001 as an Application Engineer, and later was responsible for the Company's research grants in her role as Research Grant Manager. Tsipi joined Compugen's Business Development Unit in 2007, and at the beginning of 2012 she took the position of Head of the Business Development unit and joined the company's executive management. Tsipi holds a B.Sc. in Biology (Cum laude) and an LL.B., both from Tel Aviv University, and she is a certified lawyer in Israel.



**Online via Zoom – Please register [here!](#)**

The webinar is open to all interested people from SPARK associated organizations. Registration to the webinar is required (Registration link: [https://tau-ac-il.zoom.us/meeting/register/tZELcuuprj4iHNFtwHNkOlitHsEKmXzx\\_r0c](https://tau-ac-il.zoom.us/meeting/register/tZELcuuprj4iHNFtwHNkOlitHsEKmXzx_r0c)) After registering, you will receive a confirmation email containing information about joining the meeting.

**The organizers reserve the right to change and update the topics and speakers**

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