

ALEXANDER DRIJVER

CHIEF BUSINESS OFFICER, MALE

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PROJECT ACTIVITIES AND RESPONSIBILITIES

As Chief Business Officer primarily responsible for:

- Go to market strategies – product launch, marketing, sales
- Direct sales and contact building with customers and partners – especially C level contacts
- Setting up and leading the international sales and marketing teams
- General support to the CEO and executive team

RELEVANT EXPERIENCE

Have been directly involved as executive or founder in five technology based projects (laboratory instrumentation, software, drug discovery chemistry) at start up and re-start phases, in addition advisory board member on a number of scientific start-ups. Have brought new disruptively innovative products to market, twice awarded the R&D 100 Award (2006 and 2019) and holder of the Hungarian Innovation Grand Prize. Have built international sales and business development teams and created long term sustainable businesses.

CAREER HISTORY

EXPERIENCE

2015-PRESENT

CEO, COMINNEX ZRT

Interim management and re-start of a company in financial difficulties. Established new business models and developed product lines based on customer feedback and demand. Implemented significant re-structuring to obtain operational efficiency. ComInnex provides products and services in early stage drug discovery chemistry.

2008-2017

CEO, CHEMAXOM KFT

Joined at company start up to set business models, product and market strategies, and operational infrastructure. Directly involved in sales/business development with key customers (negotiation of multi-year high value contracts) and opinion leaders, set up an international sales group (EU and US). ChemAxon is today a leading provider of cheminformatics software solutions for pharmaceutical drug discovery.

2005-2008

CO-FOUNDER, CEO, THALESANANO ZRT

Established from scratch this laboratory instrumentation company. Aside from the business development and general company set up this included all manufacturing capabilities such as assembly, sourcing/supply chain, logistics, ISO and CE accreditation etc. ThalesNano is today the leading provider of flow chemistry based chemical reactors and won the R&D100 Award for innovation in 2006. Over 1,500 instruments have been sold to date.

2000-2005

CFO, COMGENEX ZRT

Responsible for strategic finance in this family run drug discovery chemistry company with the principal task to prepare it for sale to an international buyer. Significant organisational changes were required to make the company compliant with international accounting standards and general good practise. As a result ComGenex was successfully sold to NASDAQ listed Albany Molecular Inc.

1990-2000

VICE PRESIDENT, ABN AMRO BANK

Various roles in both London and Budapest on the business development, customer relationship management side, especially in providing financial services and advice to SME companies.

1987-1990

RISK MANAGER, NATIONAL WESTMINSTER BANL PLC

Review and evaluation of loan proposals for SME and large corporates

EDUCATION AND QUALIFICATIONS

1984

BA GEOGRAPHY (POLITICAL, HUMAN, ECONOMIC), UNIVERSITY OF LONDON, BEDFORD COLLEGE

AWARDS AND KEY ACHIEVEMENTS

- R&D 100 Award 2006
- Hungarian Innovation Grand Prize 2007
- R&D 100 Award 2019