

Ma. Antonia Odelia Gregorio Arroyo

PROFESSIONAL EXPERIENCE

- 06/2004 - present **CEO, Hybridigm Consulting, Inc.**
Founder and CEO of the first biotechnology consulting firm in the Philippines.
- Provides high-value strategic planning that facilitates, expedites and captures the optimal value from the journey from science to enterprise
 - Enters into collaborative, mutually beneficial consulting projects for inventors, research institutions and investors
 - Fosters the birth of a national biotechnology industry
- 02-03/2004 **Consultant, Syntherica Corporation (North Carolina, USA)**
Developed and implemented entrepreneurial strategy for start-up resulting in the success of initial funding round.
- Formulated business development and partnering strategies for each of the start-ups potential markets: biodefense, environmental testing and drug discovery
 - Assisted founders in developing business plan
 - Presented proposals on behalf of Syntherica to 5 separate US and EU venture capital firms
- 04-05/2003 **Intern, Xerion Pharmaceuticals (Massachusetts, USA)**
Gathered and analyzed complex data; identified a therapeutic area and strategy that would suit Xerion's proprietary drug discovery technology, and succinctly presented this information to company President.
- 03/2001-10/2002 **Sole proprietor, MGA Disenyo**
Successfully managed a staff of four. Projects involved creating corporate identities for small businesses, such as:
- *Lumora* - early-stage biotech company in Cambridge, UK
 - *K&R Partners* – international technology hedge fund in London, UK

EDUCATION

- 2002 – 2003 **Master of Philosophy in Bioscience Enterprise
University of Cambridge, Corpus Christi College**
A multidisciplinary degree program encompassing biomedical science, business management, law and ethics; conducted in association with the Harvard-MIT Division of Health Sciences and Technology and the MIT Sloan School of Management in Cambridge, Massachusetts
- October 2002 **Awarded British Council Chevening Scholarship**
Full fees and stipend to attend postgraduate course at the University of Cambridge
- 1995 – 2001 **Bachelor of Science in Biology, University of the Philippines**
Laboratory based research project assessed by thesis and viva voce.
- April 1995 Awarded Department of Science and Technology Scholarship, Philippines
- April 1991 Awarded Department of Science and Technology Scholarship, Philippines

CLIENT REFERENCES

USA:

Yukari Perella
President
Xerion Pharmaceuticals

D. Joe Smith, LLB
CEO
Syntherica Corporation

EU:

Peter Kohl
Managing Director
K&R Partners

Laurence Tisi, PhD.
CEO
Lumora Ltd.

Asia:

Carmencita D. Padilla MD
Director
Institute of Genetics
National Institute of Health
University of the Philippines

Yun Ye
VP Business Development
Shanghai Linzyme Corp.

CONTACT INFORMATION

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