

Minji Kim, PhD, MBA

Dr. Minji Kim is a C-suite executive, advisor and company builder in life sciences with more than two decades of experience in corporate and business development, alliance management, commercial strategy, finance, operations, scientific research and company formation. She has extensive experience in start-up, mid-size public and private biotech companies in the US and China, and multinational pharmaceutical companies across broad therapeutic and technical areas, including oncology, CNS, ophthalmology, small molecule, biologics, medical device and digital medicine. With her broad deal experience, including both buy- and sell-sides, leading soup-to-nuts transaction processes, she consistently delivered transformative and profitable impact to biopharma companies, tripling company value, pivoting R&D directions, enabling equity financings with new strategic branding, and bringing \$170 million upfront cash within less than 2 years through pharma partnerships. In addition, Minji uniquely provides global insights and network of industry partners and investors with her executive leadership experience at a global biotech company as well as her relationships with US, European and Asian life science professionals, which were established over time.

Minji is currently President & CEO of Cross Border Partners, LLC, her consulting business to help start-ups, VCs and biopharmaceutical companies for corporate and program development strategies, business development and company formation efforts. She is also an independent board member of SK Biopharmaceuticals, a global commercial-stage biopharma company listed in KOSDAQ, where she serves ESG/Strategy, Nomination & Governance Committees. In addition, Minji is an advisor to a couple of US biotech companies as well as EIR of Yale Ventures. Previously, she was Chief Business Officer at Affamed Therapeutics and General Manager at Affamed Digital, Head of BD and Alliance Management at Jounce Therapeutics, VP of Corporate and Business Development at Curis, Inc and Global Oncology BD & Licensing team at Hoffmann-La Roche. She obtained her PhD in Seoul National University in South Korea and MBA in Yale School of Management.