



# KATRIEN VANHONACKER

LIFE SCIENCES SENIOR EXECUTIVE

Building and growing the next successful company in life sciences, one venture at the time.



## EDUCATION

### GUBERNA

2020 | Director Effectiveness

### VLERICK BUSINESS SCHOOL

2018 | Entrepreneurial Buyout Academy  
Center for Mergers, Acquisitions and Buyouts

### VLERICK BUSINESS SCHOOL

2009- 2017 | International Executive MBA  
Elective: Venture Capital

### UNIVERSITY GHENT

1986-1990 | Master in Chemical Sciences  
option Biotechnology

## SKILLS

- General business strategy
- Strong results driven
- Investor analysis and pitching
- Rising international team
- VC finance and financial plans
- Broad technological background
- Successful dealmaking, incl license deals
- Inspiring people
- Due diligence analysis

## EXPERIENCE

TODAY **BIOCONACT** (2015 - Today)  
Life Sciences Senior Consultant

**PharmaFluidics** (2017 - 2020)  
VP Int Business Development  
Company executive committee

- Leading sales and marketing division
- Direct sales channels EU & US
- Distribution network globally
- Commercial strategy & plan
- Complex technology into executable road map

**UGENTEC** (2015 - 2017)  
Business Development Europe

- Business development from zero level
- Closing first deals
- Distribution network globally
- Mapping and developing new markets

**OTHER PROJECTS** (2015 - Today)  
Achievements

- Company value creating by closing successful 'early stage' deals
- Development and nurturing international network of early adopters
- Proven go to market strategies for complex technologies
- Successful 'market conform' redesigning of product offering
- Pitching investor community



## SPECIALIZATIONS

2022 | People management 'Enneagram Module 9 Types' IMPROVE C. Poissonnier

2014 | Applied Marketing Research Principles University of California Irvine

2013 | Marketing Strategy Simulations University of California Irvine

2013 | Digital Marketing School of Marketing Life Technologies

2013 | Marketing Management Vlerick Business School

2009 | Validation of Analytical Test Procedures in GMP for Pharma European Compliance Academy Copenhagen

## EXPERTISE

- Immuno-oncology
- Neo-antigen based immunotherapy
- Companion and clinical diagnostics
- Bioinformatics and AI
- NGS sequencing
- MS-based proteomics
- MS-based immunopeptidomics
- Spatial multi-omics
- Single cell omics
- Epigenetics

## TESTIMONIALS

Supported a range of life sciences companies with successful growth or a successful exit:  
[www.linkedin.com/in/katrien-vanhonacker](http://www.linkedin.com/in/katrien-vanhonacker)

*"She managed to turn PharmaFluidics into a very strong international brand in a short period of time and built up a customer base on all 5 continents, despite the immature state of the technology. In managing her sales team and back office, she showed herself a master at motivating her colleagues and enabling an international group of very diverse profiles to work together."*

*Prof Gert De Smet, co-founder PharmaFluidics, VUB Analytical Chemistry Department Head*

## EXPERIENCE

2015 **THERMO FISHER Applied Markets Strategic Marketing Manager EMEA Senior Application Specialist BNL - Nordics**

- Sr Application Specialist pharma analytics in bioproduction
- MicroSEQ ID Expert EMEA for bioproduction
- Strategic Marketing Manager EMEA food safety testing

2007 **QIAGEN Key Account Manager Benelux**

- DNA and RNA purification and detection kits
- Academic market, pharmaceutical market, forensics, applied testing
- Clinical diagnostic specialist new division Qiagen Diagnostics

2004 **OXOID (now Thermo Fisher) Account Manager Belgium**

- Sales of microbial diagnostics: culture media, diagnostic kits, genotyping, PCR
- 50% clinical market and 50% food-industrial market

2002 **UGENT LAB OF MICROBIOLOGY BCCM/LMG BIOBANK Service and QC Manager**

- Implementation ISO 9000 quality system
- Analyses with API, BIOLOG, fatty acid analysis, protein profiling, PCR, 16S Sequencing
- Customer satisfaction studies, price calculations, technical support