

Career History

Pivotal Scientific (PSL), Upper Heyford, Oxon (November 2008 to date)

A consultancy agency specialising in offering advice to SME Life Science companies, wholly owned by Tim Bernard.

As CEO, Tim focuses his time on finding business partners for his clients products as well as undertaking Sales and Marketing audits, strategic analysis and business development functions.

He has taken on the following roles whilst working at PSL:

Non Executive Director	Innova Biosciences	May 2009 to date
;Director of International Business	Southern Biotech	April 2009 to date
Business Development Manager	DB Biotech	March 2009 to date
Business Development Manager	Oxford Expression Technologies	November 2008 to date
Marketing & Sales Manager	Everest Biotech	November 2008 to date

AbD Serotec, Kidlington, Oxon [Jul 84 - To November 2008]

AbD Serotec (originally called Serotec Ltd) is a division of MorphoSys (acquired in 2006) and is a manufacturer and supplier of high quality Antibody Reagent to the Life Science sector.

MANAGING DIRECTOR / GLOBAL HEAD OF SALES [2006 - To November 2008]

- Built the business up from £300K t/o in 1984 and secured a £20m sale, which was above market value. Following acquisition by MorphoSys in 2006 was retained initially on a contract but then in the capacity as Managing Director and oversaw the integration of the business with 2 other subsidiaries; all three businesses forming a new division of MorphoSys
- As Managing Director of the new division is responsible for all facets of the business and employs a motivational leadership style to manage 80 UK based staff and 35 staff across Germany and the US
- Financially astute and holds P&L accountability for all 3 sites

HEAD OF INTERNATIONAL SALES & MARKETING [1984 - 2006]

- Joined the company at an embryonic stage, with just 4 staff and led the set up of the technical service and customer service functions
- Utilised technical knowledge to lead complex licensing negotiations for new products
- As the business developed, gained additional strategic and tactical responsibility for a wide range of operational areas including purchasing, marketing, new product development, shipping, ISO9000 quality systems, finance and production
- Led numerous growth strategies including setting up offices in the US, Germany, Norway and France
- Had involvement across the business and led people, processes, strategies and

budgets to deliver bottom line growth

- Retained a strong focus on international sales strategy, defining sales plans and identifying and securing a channel distribution network, covering every research focussed country in the world.