Trevor Thompson
University of California, Berkeley '99

Trevor Thompson comes to Pullan Consulting by way of nearly 15 years of executive level roles in the financial, manufacturing and life sciences industries. This "wide bookends" approach to his professional development provided the opportunity for Trevor to gain valuable operating and leadership experience through practical application in diverse settings. Trevor's passion for the innovation, enthusiasm and challenges companies is a great fit with Pullan Consulting clients.

Through founding a boutique financial brokerage specializing in solutions for high net worth individuals to his role as President of an international business with foreign manufacturing assets, global logistics, supply chain management and responsibility for legal, tax and financial affairs, Trevor has an experience set grounded in the realities facing companies with interesting technology or products who need help connecting their company's story to the right audiences.

Most recently, Trevor had the opportunity to serve Abeome, a small biotechnology company focused on therapeutic antibodies, as VP of Corporate Development where he had primary responsibility to:

- Identify, evaluate and pursue strategic and financial prospects
- Initiate, lead and execute a full corporate identity and brand refresh
- Market and close an oversubscribed $2M Angel Round
- Establish new scientific and strategic partnerships, joint ventures and alliances
- Direct the assessment of future markets and licensing potential
- Initiate and follow-up on all partnership activity
- Establish and implement appropriate development strategies to support commercialization and licensing strategies
- Interact with existing corporate contacts and facilitate communication
- Track milestones and identify scope for enhancing business relationships
- Oversee the plan and execution of a comprehensive marketing strategy
- Prepare presentation and marketing materials for professional meetings, seminars and conferences

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