

# TREVOR THOMPSON

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Executive with over 15 years of operational leadership responsibilities across financial, manufacturing and biotechnology industries with the last eight years dedicated to deal-making in life sciences. Deep understanding of market participants and proven success in evaluation, valuation and negotiation for licensing, financing and M&A.

- Primarily sell-side deal-making for biotech clients: sourcing, negotiating and closing
- Preclinical through Phase II
- Full range of transactions: multinational, cross-border, academic
- Formulate and execute partnering strategy and financing plans
- Prepare presentations profiling client's business, assets, programs and/or technologies
- Market assessments and valuations
- Team building: Board of Directors recruitment, introductions to Key Opinion Leaders and Key Consultants
- Assist CEOs with communications and board meeting preparation
- Contributor to Pullan's Pieces with monthly readership of over 2,500 industry executives

## **Business Development & Investment Banking Experience**

### **Ionic Advisors**

**August 2019-Present**

*Investment Banker Specializing in Life Sciences*

### **Pullan Consulting**

**August 2016–Present**

*Business Development Consultant*

### **Announced Deals Includes:**

- [EVOQ—Gilead](#)
- [EVOQ—Amgen](#)
- [Aeromics—Simcere](#)
- [Rubedo Life Sciences Series A Raise](#)
- [uBrigene—Mustang Bio](#)
- [SolarisVax—Colorado State University Research Foundation](#)

### **Abeome**

**August 2014–August 2016**

*VP of Corporate Development*

## **Education**

### **University of California, Berkeley**

**1999**

*Bachelor of Arts*

### **Professional Licenses**

- FINRA Series 7 (General Securities Representative)
- FINRA Series 63 (Uniform Securities Agent)
- FINRA Series 79 (Investment Banking Representative)