

MASATO KISHIDA

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EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Cambridge, MA

Candidate for MBA, June 2010

2008-Present

- Vice President of the Biomedical Business Club
- Consulting for Boston-based Contract Research Organization (CRO), conducting valuation analysis
- Enrolled in the 100K Entrepreneurship Competition in the Biotech Track

THE UNIVERSITY OF TOKYO, GRADUATE SCHOOL OF MEDICINE

Tokyo, Japan

Candidate for Ph.D., in Health Science

2008-Present

- Project: Research on healthcare outcomes associated with governmental grants in Japan

THE UNIVERSITY OF TOKYO, GRADUATE SCHOOL OF MEDICINE

Tokyo, Japan

MS in Health Science

2006-2008

- Thesis: "Identifying a New Target on Cancer Cells and Development of Molecular Targeted Cancer Therapies, including Immunotoxins"
- GPA:3.9/4.0

KEIO UNIVERSITY

Tokyo, Japan

BA in Policy Management

1993-1997

- Research in relationship marketing (One to One Marketing)
- Chairman of Keio Tennis Federation

EXPERIENCE

TETRAPHASE PHARMACEUTICALS INC.

Watertown, MA

Biopharmaceutical start-up specializing novel antibiotics

Summer Intern, Business Development

2009

- Led detailed hospital antibiotics market analysis to decide potential indications and to assess financial forecast
- Recommended ideal development and clinical strategies for drug candidates in preclinical and research stages

DAIWA INSTITUTE OF RESEARCH, LTD.

Tokyo, Japan

Top financial research firm in Japan

Senior Analyst (promoted from Analyst)

2000-Present

- Sole employee out of 14,000 awarded CEO Prize by Daiwa Securities in 2003 in recognition of IPO projects

Fund Raising

- Led 3 biotech companies to IPO including the second largest public offering of biotech companies in Japan (US\$100M) by creating attractive business plans, advising capital structures, and assessing company values
- Analyzed market potentials, prepared investor reports and led 8 biotech companies to IPO as a manager
- Managed project team of cross-border IPO of MediciNova, Inc., listed on Osaka Stock Market (IPO of US\$110M)
- Raised new stocks for a third party (JGS, Inc.US\$10M; OncoTherapy Science, Inc.US\$25M) to secure budgets that accelerated the drug development process

Business Development

- Built 5 new companies with university professors and venture capitalists by raising start-up funds and helping build strategic alliances with pharmaceutical companies
- Established close relationship with CEOs of top 50 biotech companies and licensing managers of top 10 pharmaceutical companies in Japan. Interviewed more than 300 biotech companies

Management and Analysis

- Spearheaded task force of 5 members to create business plans and analyze new valuation methods for biotech companies
- Initiated the first biotech project team in the Japanese financial industry focused on IPO business of biotech companies

SUMITOMO MITSUI BANKING CORPORATION

Tokyo, Japan

Financial Consultant

1997-2000

- Reviewed and approved new loans (total US\$6M) for 20+ medium and small scale companies
- Advised companies on financial restructuring strategies by recommending financial products including derivatives

ADDITIONAL INFORMATION

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- Chartered Member of The Security Analysts Association of Japan (Japanese CFA equivalent)
 - Co-author "Biotech Business White Book", based on research conducted by 8-person project team
 - Avid squash/tennis player, cook Japanese food