



DR. CARLOS VELEZ

FOUNDER & MANAGING PARTNER,
LACERTA BIO



EXPERIENCE

Dr. Velez is the Founder and Managing Partner of Lacerta Bio, an international consultancy specializing in both in- and out-licensing of prescription and non-prescription product candidates. He is also the Co-founder and CEO of Connexin Therapeutics (UK), which is discovering novel compounds in ophthalmology. Prior to the formation of Lacerta Bio in 2010, he was the Director of Business Development at Penwest Pharmaceuticals. He was also the Chief Business Officer of Lantic Therapeutics (UK) until 2012.

Dr. Velez holds a B.S. in Pharmacy from the Albany College of Pharmacy, a Ph.D. in Pharmacy from the University of North Carolina at Chapel Hill, and an MBA in Technology Management from the Rochester Institute of Technology.

SPECIALISMS

- In and out-licensing strategy
- Therapeutic markets and areas
- Valuation concepts
- Portfolio analysis
- Business development

TRAINING PROGRAMMES DELIVERED RECENTLY

- Bespoke face-to-face workshop with C-level executives of biotech startups on all aspects of out-licensing, such as presentations, valuation, negotiation, and conference preparation and management
- A series of live webinars designed around the client's portfolio of products to refine your team's business skills in a cost effective and timely manner
- A blended delivery combining a series of webinars with a strategic face-to-face session with senior management customised to specific objectives