Curriculum Vitae

ctpe-TS

Head of Project

Till Schröer

Certified Clinical Research Coordinator
Registered Nurse

Address: Pluggenheide 12
48159 Münster
Germany (GER)

Date of birth: 01/01/1965 in Duesseldorf/GER
Marital status: married, 1 child
Phone: +49 (0)251 32227979
Mobile: +49 (0)163 7882666
Email: application@tillschroer.de
Web: www.ctpe-ts.de

Summary of Qualifications

- Fundamental know how in **clinical operations** and **project management**, **17+** years working knowledge in **Phase IIb / III**, **5** years in an US based Unit, **7+** years in the **top Phase I Units** in Germany, above average **willingness of commitment**, excellent **process management qualities**, **responsibility** for multi-cultural teams
- Highly performing, results-oriented **manager** with **25+** years of progressive leadership and operations expertise within **international clinical research organizations**
- Successful record of **strategically and operatively** developing/structuring complex content and processes equally effective at **restructuring** and optimizing **business processes** and **strategy;** initiating strong **business alliances** and establishing new **organization structures**
- **Hands-on** and **detail-oriented achiever** with capacity to **embrace change** and quickly adapt to new situations, balances **technical** & **business** expertise to handle and deliver multiple, critical projects
- Adept **negotiator** with the ability to communicate and collaborate with internal and external **clients**; proven **leadership capabilities** to drive **international** and **interdisciplinary** projects/teams
- Skilled performer with **sensitivity to international marketplaces** with work experience in **Germany**, **UK/US**; fluent in German and English. **Business development** and **marketing strategies** implementations.

Till Schröer
CCRC, RN

Professional Experience

08/2019 – ongoing **ctpe-TS.de,** Münster/GER | www.ctpe-TS.de

Independent German consultancy provider founded in 2009 | performs clinical operations, project management and CRO administration support global with focus on early clinical drug development

Consultancy, Head of Project

- Unique and distinctive background in the pharmaceutical industry primarily focused, specialized, highly trained and experienced in clinical trial and device development and central lab work.
- Directing and coordinating all site operations activities in areas that include complete CRO operations, in detail personnel management, project management, laboratory management, client management, CRF and source document management, planning, logistics and budgeting
- Developing and ensuring execution short and long range operations goals, fostering and executing intra-site collaboration in the achievement of overall company goals
- Supervisor and leadership background including superior analytical and problem solving skills to manage a clinical trial project up to a complete CRO unit, result oriented with strong decision-making ability, administrative skills and well-developed management skills with proven ability to motivate people, participative management style with strong interpersonal skills, tactful and mature with the ability to effectively interact with diverse personalities.

Responsibility: international project oversight, unit management, line management, early phase unit set up (Hangzhou/China), late phase unit set up (London/UK)

Accounts: Pharmaceutical firms, Contract Research Organizations (CROs), Site Management Organizations

Accomplishments: A competent partner, who combines long-standing experience with the professional standards in clinical research and drug development. Providing fast high-quality solutions through maximal support and open communication with all customers. Delivered by people who understand customers world.

03/2018 – 7/2019 **Synexus GmbH,** Leipzig/GER | www.synexus.com

The biggest world class Site Network Organization with global expertise | a world-class network that delivers unparalleled capability, data-driven site selection and proven patient recruitment, engagement and retention I Part of global Accelerated Enrollment Solutions (AES) a PPD brand

Head of Clinical Research Sites Germany

- Instrumental in supporting the growth of the business through identifying best in class system and process requirements to sustain and improve delivery
- Ensuring that there is a compliant, consistent working environment through robust implementation and oversight of standard operating procedures and work instructions
- Work in collaboration with regional team to look for opportunities of site growth through M&A and organic growth in the country
- Ensure the correct structure and roles are in place within sites in order to deliver business requirements, according to global alignment guidelines
- Support the growth of the business through identifying best in class, practice, system and process requirements and underpinning the infrastructure for delivery
- Monitor site operational team progress against individual targets at planned intervals and give constructive feedback

Responsibility: 5 direct reports, responsible for 4 sites with around 100 staff members incl. Clinical Investigators, Site Management, Data Coordination, Compliance Management

Accounts: Pharmaceutical & biotech firms, Contract Research Organizations (CROs), third party vendors

Accomplishments: Be the driver of high performance operations within the business | Be the driver of regulatory compliance, operational growth and delivery of services across the region | Part of the Regional Executive Management to strategize, plan and manage the business

07/2015 – 02/2018 **ProInnovera GmbH,** Munster/GER | www.proinnovera.com
Independent CRO full-service provider from early clinical drug development to large multinational, multicenter Phase III trials | focus on Dermatology and Inflammation

Head of International Operations

- Together with management, define goals, articulate priorities and set standards, to identify opportunities for implementing company strategy and goals
- Develop and maintain strong working relationships with internal and external stakeholders including customers, management and internal project teams
- Prepare, negotiate and close legal contracts and deals with third parties with potential to guarantee achievement of operational performance standards
- Directing and coordinating all site operations activities in areas that include complete CRO operations in large international Phase II and III trials
- Leading the international operations group, building teamwork and harmonization processes on a global level
- Implementing of a Vendor Management group and development of the Recruitment and Feasibility Department

Responsibility: 35 inter-departmental reports incl. Clinical Trial Assistant, Clinical Research Associate, Project Management, Regulatory Management, Recruitment Management

Accounts: Pharmaceutical & biotech firms, Contract Research Organizations (CROs), third party vendors

Accomplishments: Developing a more efficient organizational structure and core group for clinical operations | provided oversight and strategic direction for major trials in the EU and USA | play a key leadership role in ensuring collaboration between teams based in Germany and in the USA

01/2015 – 06/2015 **ctpe-TS.de,** Willich/GER | www.ctpe-TS.de
Independent German consultancy provider founded in 2009 | performs clinical operations, project management and CRO administration support global with focus on early clinical drug development

Consultancy, Head of Project

- Unique and distinctive background in the pharmaceutical industry primarily focused, specialized, highly trained and experienced in clinical trial and device development and central lab work.
- Directing and coordinating all site operations activities in areas that include complete CRO operations, in detail personnel management, project management, laboratory management, client management, CRF and source document management, planning, logistics and budgeting
- Developing and ensuring execution short and long range operations goals, fostering and executing intra-site collaboration in the achievement of overall company goals
- Supervisor and leadership background including superior analytical and problem solving skills to manage a clinical trial project up to a complete CRO unit, result oriented with strong decision-making ability, administrative skills and well-developed management skills with proven ability to motivate people, participative management style with strong interpersonal skills, tactful and mature with the ability to effectively interact with diverse personalities.

Responsibility: CTMS development project, investigator site release process, protocol writing / site selection and vendor management, international project oversight, unit management

Accounts: Pharmaceutical & biotech firms, Contract Research Organizations (CROs), Academic Research Centers

Accomplishments: A competent partner, who combines long-standing experience with the professional standards in clinical research and drug development. Providing fast high-quality solutions through maximal support and open communication with all customers. Delivered by people who understand customers world.

09/2013 - 12/2014 **MAC Clinical Research Ltd.,** Duesseldorf/GER | www.macplc.com
German subsidiary of MAC Clinical Research PLC (UK) founded in 2002 | performs patient recruitment and clinical research (Phase I-IV) with focus on Neuroscience and Pain

Director of Operations

- Responsible for the establishment of the SMO/CRO start-up unit in Germany including resource and effort allocation /coordination e.g. procurement, logistics and technical services
- Together with management, define goals, articulate priorities and set standards, to identify opportunities for implementing company strategy and goals
- Develop and maintain strong working relationships with internal and external stakeholders including customers, management and internal project teams
- Devise recruitment strategies: screening, interviewing and hiring candidates for professional, and technical and clerical openings
- Prepare, negotiate and close legal contracts and deals with third parties with potential to guarantee achievement of operational performance standards

Responsibility: 15 inter-departmental reports incl. Clinic, Monitoring, QA and Project Management

Accounts: Pharmaceutical & biotech firms, Contract Research Organizations (CROs)

Accomplishments: Successfully set up the German Unit | established a Phase I "State of the Art" Unit, a "Clamp site" for manual Clamps (UK) | coordinate actions and projects with office and home-based staff | play a key leadership role in ensuring collaboration between teams based in Germany and in the HQ (UK)

09/2010 - 08/2013 **NUVISAN Pharma Services GmbH, FOCUS CCD Group** Neuss/GER

Independent CRO full-service provider from early clinical development to integrated proof of concept packages | research units in Germany, Russia & Serbia | MBO in 03/2013

03/2013 - 08/2013: *Chief Operating Officer*

- Responsible for all CRO activities (administrative, non-clinical and contracting)
- Managed the design, conduct and reporting of multiple clinical trials in line with the development, regulatory and commercial strategy
- Continually assessed operational process and kept senior management apprised of recommended and measured improvements
- Acted as primary liaison with clients during the proposal and budget development process and interfaced with and their respective departments including; R&D, Medical and Regulatory Affairs
- Drafted and negotiated a broad range of commercial contracts, including sale contracts, professional services and product development agreements
- Managed the executed contract and financial aspects of assigned projects including reviewing study budgets and expenses
- Organized and supervised inter-departmental staff e.g. in the departments Clinical Operations, Project Management, Monitoring, Recruitment, Laboratory, Pharmacy and Facility Management

Responsibility: 60 inter-departmental reports | budget € 6M-8M

Accounts: Pharmaceutical & biotech firms, Contract Research Organizations (CROs)

Accomplishments: Actively participated in the corporate restructuring project reporting to CEO, CFO and investor | coordinated all budget and related activities with the investors

04/2011 - 02/ 2013: *Deputy Unit Head*
09/2010 - 03/2011: *Director Clinical Operations*

- Oversaw strategic planning of the CRO Unit as well as the organizational and logistic planning of all operational clinical research activities
- Supported executive management; worked closely with international Business Development team to identify new clients/partnerships thus enhancing the firm's portfolio
- Managed the proposal process by developing and reviewing requests for proposals; preparing written proposals, budget estimates, resource allocations among others
- Partnered with Marketing to define marketing strategies to develop and foster long-term business relationships through client development

- Led and coordinated teams (Clinic, Monitoring, Laboratory, Pharmacy, Recruitment) facilities, and supplies ensuring successful project design, planning and delivery within established budget and timeline
- Served as primary contact for investor and 3rd party vendors

Responsibility: 40 inter-departmental reports incl. Clinic, Monitoring, Lab, Pharmacy and Recruiting
Accounts: Third party vendors e.g. research laboratories, international recruiting companies
Accomplishments: Steered the re-structuring process of the Unit "Phase I"

04/2009 - 08/2010 **MLM Medical Labs**, Moenchengladbach/GER | www.mlm-labs.com
Service lab for clinical trials Phases I-IV | 30 employees
International Clinical Study Director

Responsibility: 10 inter-departmental reports incl. Lab and Project Management
Accounts: Global CROs, pharmaceutical and biotech firms based in Europe, Asia and the USA
Accomplishments: Spearheaded clinical development plans and administered clinical phases I- IV for company products under development | provided oversight of central monitoring activities and coordinate between clinical operations, data management, electronic data capture service and quality control management | provided input to proposals, bids and budgets | designed and introduced a lab manual with all relevant information for customer | supervised, trained, and mentored personnel on monitoring, compliance and procedures

03/1999 - 03/2009 **Profil Institute for Metabolic Diseases GmbH,** Neuss/GER | www.profil.com
ProSciento Institute for Clinical Research Inc., San Diego/USA | www.prosciento.com
Leading full service clinical research organization with focus on diabetes and related diseases | includes in-house pharmacies and clinics | >250 employees, incl. 25 physicians

10/2004 - 03/2009: ProSciento Institute for Clinical Research Inc., San Diego/USA
Director Clinical Operations (01*/2008 - 03/2009)*
International Senior Clinical Project Manager (10/2004 - 12/2007)

Responsibility: 55 inter-departmental reports incl. Clinic, Monitoring, Lab, Recruiting and Pharmacy
Accounts: Global CROs, pharmaceutical and biotech firms based in Europe, Asia and the USA
Accomplishments: Set up the subsidiary in San Diego incl. CRO & project management leadership | established standardized clinical trial processes for staff and conducted educational programs | developed a more efficient organizational structure and core group for clinical operations | administered the construction of the Phase I unit | provided oversight and strategic direction for major trials and for data management support | conducted regulatory submission process of CTAs

11/2002 - 09/2004: Profil Institute for Metabolic Diseases GmbH, Neuss/GER
Head of Clinic (04/2003 - 09/2004)
Quality Control Supervisor/In-house Monitor (11/2002 - 03/2003)
01/2001 - 10/2002: Profil Outpatient Trials GmbH, Neuss/GER
International Clinical Trial Manager
03/1999 - 12/2000: Profil Institute for Metabolic Diseases GmbH, Neuss/GER
Clinical Trial Manager

04/1994 - 02/1999 **Chrysalis Clinical Pharmacology Services GmbH**, Duesseldorf/GER*, Study Nurse/Study Coordinator*

04/1992 - 03/1994 **Protestant (Evangelisches) Hospital**, Duesseldorf /GER, *Ward leader emergency room/ICU*

Academic Background

03/2005 - 03/2006 **Certified Clinical Research Coordinator,**

ACRP European Test Centre, Barcelona/ES
Association of Clinical Research Professionals, University of San Diego/USA
Re-certified 2008, 2010, 2012, 2014; European Certification CCRC (2006)

04/1989 - 03/1992 Apprenticeship as **male nurse**, Protestant (Evangelisches) Hospital Duesseldorf/GER

06/1986 High school leaving certificate, German: Abitur, Lessinggymnasium, Duesseldorf/GER

Trainings & Certifications

Management Various Trainings and applied experience with focus on **business tools** and **concepts** e.g.:
- Project Management Training, PICR Inc., San Diego/USA
- Change Management, Team Activation, F4G Management Manchester/UK
- Cost Accounting, time management, communication, negotiation, networking

HR Diverse seminars and practical work experience, e.g.:
- HR Management, Deutsche Gesellschaft für Personalmanagement, Frankfurt/GER
- Preventing Unlawful Harassment & Discrimination, PICR Inc., San Diego/USA
- **Competence development:** Job rotation, coaching and training
- **Performance management & appraisal:** Target agreement, Performance and development reviews

Technical Participation in numerous internal/external trainings on **clinical research/methodologies,** such as:
- GCP for Investigators Margin - Quality Management Healthcare Solutions GmbH
- GCP in Clinical Research, PIRC Inc., San Diego/USA
- GLP Training for Central Laboratories, Kaluza Quality, Moenchengladbach/GER
- Clinical Data and Project Management, Monitoring Clinical Trials Kendle College, Munich/GER

Skills & Abilities

Languages	**German:**	native
	English:	full professional proficiency
IT	**Application software:**	Microsoft Office (Word, Excel, Power Point, Outlook), Lotus Notes
	Operating systems:	Microsoft Windows
	Technical Applications:	Project management tool / Microsoft, Lotus Notes MolisGUI / Sysmex Laboratory database system, MediData CTMS, BSI CTMS, eTMF Veeva Vault, Synergy, Cognos

Additional Experiences & Interests

Affiliations Association of Clinical Research Professionals (ACRP) www.acrpnet.org (since 2006)

Interests Sports, travel, family and friends

Münster, March 25th, 2020