

# LINDA KIRSCH

PO BOX 77  
San Carlos, CA 94070  
Phone (650) 802-8920  
Cell (650) 520-4664  
E-Mail: Linda@LindaKirsch.com

## SUMMARY

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More than 25 years of experience in sales, business development, and sales/marketing management in the high technology engineering and scientific market. An aggressive manager with a proven track record of getting things done in dynamic environments. A solutions oriented closer with the listening and strategic abilities to derive win/win results for customers and internal organizations. A high energy team builder who can get extraordinary results from ordinary people and managing extraordinary people to do ordinary things.

## EXPERIENCE

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1995-present **Scientific Sales Solutions** San Carlos, CA  
*Founder* **Kirsch Executive Search and Consulting**

A consulting company targeted at assisting emerging high technology organizations focused in the Scientific and Pharmaceutical Industries to:

- Rapidly build market presence with concept or early stage products.
- Building experienced and loyal teams with industry experience.
- Close initial business development and customer deals.
- Identify unique market opportunities.
- Determine organizational requirements for peak performance..
- Participate on the executive team where necessary .
- Strategic planning and business plan development.
- Develop and execute funding and exit strategies.
- Most recent clients include: InforMax, Structural BioInformatics, Inc., Libraria

1998–1999 **LION Bioscience AG** Heidelberg, Germany  
*Vice President Sales and Business Development*  
Bioinformatics

- Expanded major partner from \$1M annual revenues to over \$100M partnering, research, global licensing and equity deal.
- Built and trained world wide sales team. US, EU, Japan distributor.
- Closed 9 new major accounts.
- Introduced strategic account management and sales operations.

1996-1998      **Molecular Applications Group**      Palo Alto, CA  
*Vice President Sales and Marketing*  
Bioinformatics

- Restructured turn-around strategy.
- Increased sales from \$1.5 M to \$4 M
- Active participation in the recruitment of CEO, VP Engineering, Director of Marketing
- Introduced concepts of Extended Product Life Cycles, Product and Program Managers.
- Trained organization on Strategic Account Management and Solution Selling.
- Built a US based sales/support team and Japanese distributor.

1993-1995      **Helix Systems**      Mountain View,  
CA  
*Vice President Sales*      Scientific Electronic  
Notebook

- Developed three new corporate partners in US and EU.
- Closed 12 accounts prior to product first ship.
- Instituted and managed customer support, training and sales operations.
- Active participation in the liquidation of technology an assets of the company

1992-1993      **Sales & Marketing Consulting**      Boston,  
MA  
*Sales Manager/Director of Sales*

- Provided sales and marketing expertise to commercialize university and internal hospital based tools to Managed Health Care. Included: Mental Health Assessment Analysis and Cholesterol Screening Analysis.
- Developed and executed sales plan for the introduction of a full system, computational physics simulation system to a horizontal technology industry.

1987-1992      **Polygen/Molecular Simulations Inc.**      Waltham, MA  
*Director N.A. Sales*      Computational  
Chemistry

- Expanded revenues from less than \$1M to over \$18M.
- One person sales force for first year and closed first customers.
- Expanded sales to 750 installations
- Grew sales and support team to 23 people.

- Managed marketing and marketing communications.

1985-1987      **Valid Logic Systems**      Boston, MA  
*Sr. Account Manger*      EDA

- Ranked #1 sales person for 18 months

1980-1985      **Hewlett Packard**      Seattle, WA  
*Technical Sales Representative*      Albany, NY

- National Major Account Management for CAD/CAM/CAE.
- Developed OEM/ISV account territories.

1979-1980      **Boeing Commercial Airplane Co.**      Seattle, WA  
*Electronic Design Engineer*

- Engineering representative to BCAC on corporate level representing the Chief Engineer for Avionics for the 747, 757, 767 aircraft.

**EDUCATION**

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1975-1979      Northeastern University      Boston, MA

- B.S.E.E., Minors in Biomedical Engineering and Computer Science. Worked in biomedical engineering and virology laboratories while attaining degree.

**INTERESTS**

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Travel, Tribal rug and textile collecting, Triathlons (swimming, biking running), skiing, golf and cooking.

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