

## Contact

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(LinkedIn)

## Top Skills

Build Strong Relationships

CRM Software

Business Planning

# Sarah Uran

Science Communicator | Director of Business Development  
| Neurobiology | Ecology | Microscopy | Research Scientist |  
Biotechnology Startups | Public Speaker  
La Jolla Shores, California, United States

## Summary

I hold a Bachelor's degree in Neurobiology from the University of California San Diego, blending two years of hands-on wet lab research with nine years deeply engaged in scientific communication. My journey has delved into the intricate realms of neurobiology and ecology, alongside meaningful contributions to animal welfare initiatives, including volunteering at the San Diego Zoo and collaborating with various nonprofits. Notably, my dedication to environmental conservation earned me the prestigious Girl Scout Gold Award during an internship at the Water Conservation Garden.

My expertise extends beyond the confines of laboratory equipment to include the art of compelling storytelling. While I've mastered microscopy techniques and crafted intricate fiber photometry and optogenetic systems, I've also dedicated time to refining my public speaking skills through regular engagements with local communities. These engagements not only foster personal and professional development but also underscore my commitment to knowledge dissemination and community empowerment.

In my current capacity as Director of Business Development, I lead a dynamic team of eight, spearheading strategic initiatives and nurturing robust client relationships. My affable demeanor and adeptness in relationship-building have proven instrumental in driving engagement and fostering long-lasting connections.

With an innate drive for innovation and a strategic mindset, I seamlessly navigate the intersection of academia and business, consistently propelling growth and success. My holistic approach, integrating research proficiency, business acumen, and community engagement, underscores my dedication to excellence across diverse professional landscapes.

## Experience

Libyl Inc.

Director of Business Development

December 2023 - Present (7 months)

I spearhead business expansion initiatives while also managing and mentoring college interns, fostering a collaborative and growth-oriented work environment. My multifaceted role encompasses responsibilities from targeting potential clients to ensuring revenue targets are met. With a focused approach on the pharmaceutical, biotech, and medical device sectors, I actively foster strategic partnerships, conduct market analysis, engage in client consultations, and oversee the development of our intern team.

Neurophotometrics LLC

Manufacturing Associate

July 2023 - March 2024 (9 months)

San Diego, California, United States

I specialize in constructing Fiber Photometry and Optogenetics machines by assembling correlated subassemblies and testing accessories. Proficient in CAD+, Bonsai, soldering, and 3D printing, my expertise lies in precision engineering and equipment maintenance. Conducting rigorous quality control and testing on fibers, I contribute to supplying research labs worldwide with the essential tools, advancing the forefront of neuroscience.

STARTneuro

Research Fellowship

July 2021 - June 2023 (2 years)

La Jolla Shores, California, United States

Differentiate between and perform many neuroscience techniques like electrophysiology, circuits, coding, behavior, genetics, bioinformatics, microscopy, and presenting a research poster.

UC San Diego

Student Researcher

October 2021 - December 2022 (1 year 3 months)

La Jolla Shores, California, United States

Researched in the neuroscience Hnasko lab studying neurotransmitters in the mesocorticolimbic pathway of the brain. Performed rodent handling, perfusions, histology, immunohistochemistry, microscopy, data analysis, and presentations.

## The Water Conservation Garden

### Education Intern

August 2017 - February 2020 (2 years 7 months)

El Cajon, California, United States

Educate, Inform, and communicate with garden guests with the goal to teach guests of all ages. Handled animals and plants while multitasking and spoke to guests. Cash register work, answer phone calls, processed memberships on Salesforce, and provided great customer service

## Girl Scouts of the USA

### Member

August 2006 - June 2019 (12 years 11 months)

San Diego, California

Helped troops prepare for annual girl scout cookie sales. Secured younger girl involvement and participation in activities as an older girl scout. Participated in weekly girl scout outings and meetings. Provided information resources to other girls. I also completed my Gold Award.

## San Diego Zoo Global

### Volunteer

August 2014 - May 2019 (4 years 10 months)

I was in a program called Zoo Corps. It is a program open for 13 to 17 year olds to go into the zoo and public speak about sustainability, endangered species, backyard habitats, and animal care.

## SPAWAR

### Scientific Researcher

July 2017 - January 2018 (7 months)

Point Loma, California

SPAWAR Navy Marine Ecology Consortium was the technical name to the department I was in. We researched an endangered bird that lives in San Diego.

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## Education

### UC San Diego

Bachelor of Science - BS, Neurobiology and Neurosciences · (September 2021 - June 2023)

### Grossmont College

· (2017 - 2019)