

Charlene Tang

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- First-in-class Master's in Biochemistry from Trinity College, University of Cambridge.
- Leading business development at Cyted, bringing the diagnostic Cytosponge test to the clinic for the earlier detection of oesophageal cancer. Here, I focus on our UK market access and commercial growth activities. Since 2020, we have tested over 11,000 patients across the NHS.
- Leveraging over 4 years experience across academic research labs and medtech start-ups, from cancer diagnostics, immunotherapeutics and heart failure prognostics, to viral genomics and synthetic XNA biology.
- Having lost my parents to cancer and heart failure at ages 11 and 22, I am driven by resolving needs faced by healthcare systems to save lives like theirs. I thrive in high-intensity environments with a continual demand to learn, adapt, and deliver impact.

HIGHER EDUCATION

2016 - BA MSci (Hons) Biochemistry (81.2% overall; rank: 1)

2020 Senior Scholar at Trinity College, University of Cambridge

- Mathison Prize for exemplary achievements (1 of 6 students)
- Richard Perham First Prize for highest marks in Masters examinations (73.7%)
- Alkis Seraphim Prize for the most distinguished Masters Research Project (85%)

2009 - Chelmsford County High School for Girls (CCHS), Essex, UK

- 2016**
- Gold Award at 2016 British Biology Olympiad, National Finals (top 16 of 7,200 students)
 - A-levels: A*A*AA in Biology, Chemistry, Mathematics, Further Mathematics (German AS-level: A)
 - GCSEs: 14 A*s including biology, Chemistry, Physics, Maths, English, German, French, Mandarin

WORK EXPERIENCE

May 2022 - present Fellow, 2022 cohort

NHS Innovation Accelerator

Selected as an exceptional individual and technology to receive support from the NHS to deliver and scale promising solutions across England for greater patient and staff benefit. Further supported by the network of mentors and Fellows across the NHS Innovation Accelerator, with a particular interest in bringing innovations to primary care and navigating commissioning, procurement, and clinical adoption across the NHS.

Mar 2022 - present Project Director

Cyted Ltd

Secured £0.5M funding from SBRI Healthcare for Project CYTOPRIME - a 9 month project across the North West Coast, bringing the Cytosponge test to community care for recovery of NHS endoscopy services.

- Designed and prepared the funding proposal in collaboration with NHS and industry partners;
- Prepared and delivered pitch with Cyted's CEO and senior NHS transformation stakeholders;
- Direct project in collaboration with project management team and steering committee.

May 2021 - present Commercial Manager, Market Access

Cyted Ltd

I work with the growing Business Development and Executive team to lead a range of initiatives:

- Coordinate and develop market access and commercial growth strategy with internal and external partners and consultants, focusing on our growth across the UK and contributing to global strategy.
- Identify and build strong partnerships with market access stakeholders at both a national (NHS England & Improvement, funding bodies including Innovate UK and SBRI Healthcare, patient advocacy charities such as Heartburn Cancer UK) and regional (Academic Health Science Networks, Cancer Alliances, Integrated Care Systems, Clinical Commissioning Groups) levels.
 - o Working in collaboration with my Business Development Manager counterpart at Medtronic;
 - o Preparing resources and materials to support the development of business cases and proposals for regional commissioning, real-world implementation pilots and grant projects;
 - o Most recently designed, coordinated and submitted a proposal for a £4M grant as part of the 2022 NHS Cancer Programme towards detecting cancer earlier (outcome pending).

- Manage and analyse evidence from clinical trials and real-world implementation projects, including evaluation of system impact, patient and public impact, and health economic analyses
 - Requested, evaluated and commissioned proposals from subcontractors to support evaluation of our upcoming real-world implementation projects (both at a regional and national level);
 - Drafted, submitted and presented an abstract on my analysis of laboratory diagnostic test results from ~5,000 patients from our real-world implementation in secondary care for endoscopy triage at the international Digestive Disease Week 2022 conference in San Diego, US.
- Onboarded and horizontally managing 3 individuals, who have taken on elements of my previous roles.
 - Service Implementation Manager: data analysis and reporting, customer onboarding & training.
 - Project Manager: project administration and finances, coordination of key stakeholders and partners, meeting agendas and minutes.
 - Market Analyst: market analyses, modelling and report generation.

Jun 2020 – Apr 2021 Business Development Manager Cytel Ltd

I joined Cytel as employee #6, two weeks after my final Masters' examinations. Working directly with the CEO, COO and Senior Director of Business Administration, I led on a range of initiatives:

- Initiate, build and maintain commercial industry and academic research partnerships
- Onboard healthcare providers, train clinical teams and maintain customer relationships
- Design and implement communications, marketing, and brand strategy
- Lead business development and strategy, preparing reports, and reviewing financial and legal documents
- Map and manage public affairs and communications

Jan 2020 – present Co-founder Aptabridge

Developing nucleic acid-based immunotherapeutics to change the lives of patients with aggressive cancer.

- Jan 2020 – Oct 2020 Global Biotech Revolution: 1 of 100 selected to join the 2020 Gap Summit conference; 1 of 6 teams from 20 selected for the pitch competition Finals; awarded the Peoples' Prize
- Nov 2021 – May 2021 Harvard Business School: mentorship through the 2021 Accelerate Bio Programme
- May 2021 – present: secured deferred funding with robotic cloud lab and legal firm, now fundraising

Jan – Jun 2020 Due Diligence Analyst Start Codon Accelerator

- Identified disruptive Life Science companies and technologies for early stage funding and coaching
- Evaluated the IP, freedom to operate, and competitor landscape of candidates on a weekly basis

Nov 2019 Strategy Consultant IQVIA, Cambridge

- In a team of 6, developed a market launch strategy for a disruptive Phase III gene therapy for rare disease
- Responsible for building our value proposition, pricing analysis, and launch marketing strategy
- Awarded the top prize for our pitch and base deck, commended for our market analysis and teamwork

Sep 2019 Data Analyst Heartfelt Technologies, Cambridge

- Interviewed heart failure patients and carers to evaluate user experience with the Heartfelt tele-monitoring device to predict hospitalisation for internal reports and press articles

2018-2019 Venture Create Competitions Cambridge Judge Business School

- Over two separate weekends, I built a team of 5 PhD students, Post-Doctoral scientists and MBA students to research the market, develop a business model and strategy, and create a pitch deck within 48 hours
- Jun 2019: Won both the peoples' and judges' prizes with our oligonucleotide logic-gate platform technology for pancreatic cancer therapeutics
- Nov 2018: 1 of 12 Finalists selected for our saliva-based early diagnostic technology to monitor and predict cognitive decline and neurodegeneration with age

LEADERSHIP & COMMUNICATION SKILLS

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| 2018 – 2019 | Co-President | The Cambridge University Scientific Society |
| <ul style="list-style-type: none">• Led a team of 13 to organise and host talks from 16 leading scientists across academia and industry• Launched the annual Academic & Industrial Internships day event; which I have coordinated, chaired and presented over 4 years (2017-2020) | | |
| Jan – Jun 2019 | Awareness Coordinator | Students for Global Health |
| <ul style="list-style-type: none">• Managed a team of 7 to create publicity campaigns and workshops addressing global health issues, from sleep and mental health evenings in Colleges to classes on antimicrobial resistance for Year 9 students | | |
| 2017 – 2018 | Publicity Officer | Trinity College Science Society |
| <ul style="list-style-type: none">• Developed and executed a strategy to advertise talks and events on 7 social media platforms weekly | | |

COACHING & TEAMWORK SKILLS

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| 2018 – 2020 | President & Ladies' Captain | Trinity College Badminton Club |
| <ul style="list-style-type: none">• Led trainings, coordinated matches, and secured professional coaching; doubling the number of players.• Selected for Cambridge University Badminton Club Development (2018-19) and Main (2019-20) Squads | | |
| 2017 – 2018 | Lower Boats' Captain | First & Third Trinity College Boat Club |
| <ul style="list-style-type: none">• Worked in a team of 7 to organise and teach 120 novice rowers and coxes to racing standard in 8 weeks• Coached the 2nd men's crew up to 15 hours a week, achieving 1st and 2nd place in the final College races | | |

TEACHING EXPERIENCE

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| 2017 – 2021 | Student Mentor & Tutor | Various incl. Project Access UK & Access Oxbridge |
| <ul style="list-style-type: none">• Each year, I mentored a few select Sixth Form (where I established the Bio & Chem Society) and Undergraduate students on University, summer research and industrial internship and PhD applications. | | |
| 2017 – 2020 | Student Ambassador | Trinity College Access & Outreach |
| <ul style="list-style-type: none">• Lead volunteer on annual Summer Residentials to encourage students to consider Higher Education | | |

RESEARCH EXPERIENCE

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| Oct 2019 – May 2020 | MSci Dissertation | Professor Gerard Evan, Dept. of Biochemistry |
| <ul style="list-style-type: none">• Cell-specific RNA expression and antibody blockade analysis of mouse lungs identified IL-33 as an instructive signal that is necessary for cell death and tumour regression following Myc deactivation• Strengthened the therapeutic potential of IL-23/IL-33 signalling axis | | |
| Jun – Aug 2019 | Trinity College Studentship | Professor John Doorbar, Dept. of Pathology |
| <ul style="list-style-type: none">• Investigated HPV oncoprotein-mediated dysregulation of Notch signalling in cervical epithelial neoplasia• Collaborated with a visiting Systems Biologist to build a computational model of this system | | |
| Jan – Apr 2019 | BA Dissertation | Professor Guy Brown, Dept. of Biochemistry |
| <ul style="list-style-type: none">• Showed that P2Y6 receptor deficiency is partially protective against synapse loss in ageing mouse brains• Strengthened the hypothesis that P2Y6 receptor signalling contributes to cognitive decline with age | | |
| Jun – Sep 2018 | Wellcome Trust Studentship | Dr Andrew Firth, Dept. of Pathology |
| <ul style="list-style-type: none">• Built an Excel database of transcriptional regulatory elements of RNA viruses from the primary literature• Coded in Python to validate conserved sequence motifs proposed for the order <i>Mononegavirales</i> | | |
| Jul – Sep 2017 | MRC-LMB Studentship | Dr Philipp Holliger, Laboratory of Molecular Biology |
| <ul style="list-style-type: none">• <i>In vitro</i> evolution of a self-replicating RNA enzyme for functional compartmentalisation in lipid vesicles• Coded in Python and Bash to explore Illumina sequencing data and characterise mutants | | |
| Jul – Aug 2016 | Prof. Stefan Marciniak, Cambridge Institute of Medical Research | |
| <ul style="list-style-type: none">• Studied crosstalk between the integrated stress response and BMP signalling in MEF cell line | | |