

# **Phil Tinmouth**

**Vice President & Head, Business Development & Alliance Management at Consulate General of Canada (CTA Boston)**

Boston, MA, US

Phil Tinmouth manages highly valuable and strategic collaborations in the biotechnology industry.

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## **Biography**

Phil leads the Vertex Pharmaceuticals Business Development group consisting of teams in Search & Evaluation, Transactions, and Alliance Management. Phil manages highly valuable and strategic collaborations involving technical diligence as well as complex negotiations and agreements that ultimately enable more efficient and faster development of multiple drugs and regimens in the highly dynamic and fast-moving biotechnology industry. He leads others to achieve outstanding results by creating an exceptional record of performance in partnering strategies, negotiations, and deal structure. Phil provides broad input and management expertise when actively participating on senior-level committees that deal with development, commercial, and safety issues within the biopharmaceutical field. Phil has a consistently proven ability to "switch gears" at a moment's notice and produce exceptional results under tight time constraints. His areas of expertise include: - Recognized ability to translate corporate vision into actionable growth strategies, deal execution, and leadership of business development activities that optimize the development and commercialization of drug candidates. - Extensive interaction with C-level executives to gain support for proposed strategies and deals. - Broad transactional experience developing strategic partnerships and leading teams through the development of deal strategy, negotiation of terms, and finalization of legal contracts. - Directing business development to cultivate executive-level relationships, define strategic partnerships, and negotiate deals to achieve our corporate objectives. He has far-reaching management experience spanning more than 10 years in a biotech company and focused heavily on strategic planning, financial analysis, forecasting, and budgeting.

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## **Industry Expertise**

Pharmaceuticals

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## **Areas of Expertise**

Commercialization, Pharmaceutical Industry, Business Development, Strategy, Biotechnology

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## **Affiliations**

Canadian Entrepreneurs in New England

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## **Education**

Harvard Business School

M.B.A. General Management

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