

Ramani Varanasi

President and CEO at Consulate General of Canada (CTA Boston)

Boston, MA, US

Ramani Varanasi is a biopharmaceutical expert with experience structuring, negotiating and executing successful strategic alliances.

Biography

Ms. Varanasi is a co-founder, President and CEO of X-Biotix. She is an accomplished business executive, with 24 years of biopharmaceutical industry experience and a distinguished track record in structuring, negotiating and executing successful strategic alliances, licensing agreements and M&A transactions as well as providing business development, management and strategic leadership to organizations. She has held Research and senior level positions in Business & Corporate Development including at Merck, Millennium (now Takeda), Momenta, and Checkmate Pharmaceuticals, to name a few. Over the course of her career, Ramani has been involved in the formation of strategic partnerships with companies and research organizations globally, including in emerging markets such as Asia - and continues to have a keen interest in bridging the research and business gap and fostering collaboration between enterprises in this global marketplace. Her broad experience in the areas of early stage company formation and financing, including dilutive and non-diluting funding initiatives, has enabled her to execute deals with total value in excess of several billion dollars. Ramani holds a B.Sc. and a M.Sc. from McGill University in Microbiology & Immunology and Biochemistry, respectfully, and an MBA in General Strategy from Northeastern University. She volunteers as a mentor to start-up companies in the biopharma area and also has an avid interest in the area of international healthcare, a sector in which she has been involved as a board member for two non-profit organizations.

Industry Expertise

Biotechnology, Pharmaceuticals

Areas of Expertise

Clinical Trials, Molecular Biology, Oncology, Pharmaceutical Industry, Biotechnology, Life Sciences, Drug Development, Technology Transfer, Biopharmaceuticals

Affiliations

Executive Women In Bio

Education

McGill University

M.Sc. Biochemistry and Molecular Biology

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