

Else Beth Trautner

CEO and NED Board Member



Professional Summary

- Board experience with private-, venture- and founder- ownerships
- Biotechnology, In Vitro Diagnostic, Life Science, Medical Device
- Customised Life Science Services
- Extensive US, EMEA, APAC International Business Experience
- Business Development and M&A's
- International Commercialisation
- Business Optimisation & digitalisation
- Process & Portfolio Optimisation (lean)

NED & Networking

- NED Board Member for Atlas Antibodies AB, Stockholm
- Board Leadership & Corporate Governance certificate, CBS Executive
- Danish Management Society VL-49 Board member
- Danish Industry DI, "Women on Board" member
- Executive Business mentor for CFO's and executives

Languages

Danish: Mother tongue

English: Fluent

Nordic: Advanced knowledge

Spare Time

Boating, Certified Yacht Master, Scuba diving, Travelling, Theatre, Concerts

Personal Profile

Analytical and realistic with broad minded well-balanced personality

Personal

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Age: 56

Nationality: Danish

Family: Married to Sven Trautner, MD

MedTech, Life Science In-vitro Diagnostic, Medical Device and Biopharma Experience

CEO and Board Member (NED) with long and broad, international business career with products & services to private- and public health-care sector. Business development and M&A's.

Planning and executing corporate process optimisation and digitalisation.

Cross border & multiple culture collaborations. Deep understanding of Scandinavian and US business.

Transformation of business in Japan and established several European subsidiaries and a company in China. Strategic marketing and commercialisation of innovative technology-intensive products.

Establishing and nurturing strategic partnerships.

Experience in building and managing boards and governance structures with different ownerships.

Atlas Antibodies AB, NED. Main shareholder Patricia AB (Stockholm, Sweden) 2014 –

Board member of Life Science company.

EuroDiagnostica AB, CEO (Malmö, Sweden) 2010 – 2018

Major Business development and turn-around of traditional diagnostic kits & reagents business.

Transformation to IVD and companion diagnostic company with unique market position as biopharma service provider (Revenue growth €10M to €20M. 100 FTE). Immunology diagnostics for own channel and in partnerships with world largest instrument system providers M&A and subsequent integration and simplification (lean optimisation and digitalisation) of the corporation. Private- and VC ownership.

AdvanDx Inc. Vice President Global Sales & Marketing (Boston, MA & Copenhagen, DK) 2008 – 2010

Established companion diagnostics business model in US & Europe. Defined product portfolio within infectious disease diagnostics. Demonstrated to improve patient outcome and reduce hospital costs. Managed strategic partnerships. (50 FTE, \$8M revenue). Founder- and VC ownership.

Dako Denmark A/S (now an Agilent Technologies Company) (Copenhagen, DK) 1996 – 2008

Private and VC ownership. Cancer diagnostic reagents, instrumentation and digital information systems.

Executive Vice President. 2005 – 2008. (€250M revenue, 1500 FTE)

Plan & execute business development and growth strategy in Asia i.e. Transformation of Japanese subsidiary to a growth business with corporate processes. Established business in China.

Corporate Vice President of Global Sales & Marketing. 2003 – 2005. (€220M revenue)

US, the Americas and RoW. Restructured the 22 sales subsidiaries to global coverage and growth.

Vice President Global Sales & Marketing. 2002 – 2003

Preparation and implementation of merger with Cytomation Inc. Subsequent post-merger integration. Danish-American cross-cultural collaboration.

Vice President Sales & Marketing Europe & Asia Pacific, VP Global Marketing. 2001 – 2002

Established and implemented marketing program and commercialisation for the first global companion diagnostic; HercepTest-Herceptin

Vice President of International & Export Sales. 1996 – 2001

Consolidation of European sales subsidiaries. Expansion with own organisation to new European countries. Optimization of global distribution network. Established & managed strategic partnerships.

Life Technologies A/S, Denmark General Manager, Germany Sales & Marketing Manager (1994 – 96)

Commercialisation of Life Science reagents and instrumentation in Denmark and Germany.

Dräger Medical Scandinavia, Nordic General Manager (1992 – 94)

Established (Norway) and expanded (Denmark & Sweden) Sales & service subsidiaries.

MedTech (anaesthesia, critical care & monitoring) equipment portfolio and hospital infrastructure / installations. (€10M revenue, 40 FTE)

Life Technologies A/S, Denmark Sales and Marketing Director (Copenhagen, DK) 1990 – 92

Sales, Marketing, Logistics & Admin. Established, negotiated and optimised Distribution portfolio

MEDA A/S, Denmark Sales and Product Manager (1985 – 90)

Sales & tactical marketing of laboratory & hospital consumables and equipment

Management Training & Education

2017– 2018 **CBS Executive** Board of Directors Leadership & Corporate Governance. Denmark

2017 **Danish Design Centre** Strategy, the Future Innovation Powertrain. Denmark

2016 **Wharton Executive** Governing Dynamic Strategies – Global Execution. LinkS & PA, US

2013 **KMP+** Certified Executive Business Mentor. Denmark

2006 **INSEAD & CBS,** Business Driven Leadership. France & Denmark

2006 **IIMB Management Institute** Global Leadership around the world. Bangalore India.

2005 **INSEAD Singapore** Leadership Around the World. China and Asia.

2004 **Wharton Executive** Innovation and Entrepreneurship in an Age of Uncertainty. PA, US

2001 **IMD** Senior Executive Forum, Strategy. Switzerland

Education

2000 **Perspectives in Management** (9 months) The Danish Centre for Management

1991 **Bachelor of Commerce Marketing (B. Com.)** Copenhagen Business School

1987 **Diploma in Commerce,** Business School, Nykøbing F. Denmark

1983 **Biomedical laboratory Technology Degree,** Copenhagen University & Hospital

Board of Directors position

2014 – **Atlas Antibodies AB,** Stockholm Elected Board member

Governance experience since 2000 as part of job positions

2010 – 2017 **EuroDiagnostica AB,** Malmö CEO & Board member

2011 – 2017 **Wieslab AB,** Malmö Chairman of the Board

2014 – 2017 **Biomonitor A/S,** Copenhagen Chairman of the Board

2014 – 2017 **Biomonitor SAS,** Paris Chairman of the Board

2000 – 2008 **Dako A/S** Board Member of all 22 subsidiaries.