

# CHRISTOS EFESSIOU

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## PROFESSIONAL EXPERIENCE

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2004- Present

**SRxA Strategic Pharmaceutical Advisors, LLC**

*Chief Executive Officer*

Co-founder and manager of this strategic planning, product development, marketing, and consulting firm. Employing a unique business model, the company provides a wide range of turn-key services to the biotechnology, pharmaceutical, and medical device industries. Operating companies under this umbrella include a medical publishing and a medical education firm.

2006 - Present

**Strategic Pharmaceuticals Company, LLC** doing business as **Strategic BioSciences**

*Chief Executive Officer*

Founder and manager of biopharmaceutical product development and out-licensing company.

2001-2004

**Enable Healthcare Communications, Inc**

*Executive Vice President & Chief Operating Officer*

Co-founder, Executive Vice President & Chief Operating Officer, of fully accredited Continuing Medical Education firm. The company was acquired in 2004.

1999 - 2003

**Efessiou Group**

*Chairman & Chief Executive Officer*

Founded and managed two companies operating under the umbrella of Efessiou Group for the purpose of investing in aggressive growth areas with a particular focus in health care.

1997-1999

**Boron LePore Group, a division of Cardinal Health**

*President, Digital Communications Division*

Engineered, developed and managed the digital communications operations of one of the largest medical marketing firms in the United States. Involved in taking the company public in 1997.

1991-1997

**Strategic Implications International, Inc**

*Chairman & Chief Executive Officer*

Founded this Medical Education firm, which became the tenth commercial company to become a fully accredited Continuing Medical Education provider. The company was acquired by Boron LePore Group Companies in 1998, now a division of Cardinal Health. Strategic Implications International was responsible for no less than ten major new product introductions in both the domestic and international marketplaces, and the development of the strategic plan for the international marketing of educational products of major professional medical organizations, such as The American College of Cardiology, and The American Society of Hypertension. The company became the first Continuing Medical Education content provider on AOL Digital Cities.

**PROFESSIONAL EXPERIENCE (Continued)**

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1993-1995

**Cogent Interactive Communications, Inc***Chairman & Chief Executive Officer*

Co-founded and managed this interactive communications firm providing online medical education to healthcare professionals. The company introduced www.cme-ce.com, the first online service dedicated to providing exclusively credited education programming for healthcare professionals. The company merged its operations with Strategic Implications International in 1995.

1990-1991

**Boehringer Mannheim Pharmaceuticals, Inc***Senior Director, Marketing*

Developed and managed the marketing operations, in-licensing and product acquisitions of this start-up biopharmaceutical firm in the United States. Coordinated the company's first NDA filing with Medical, Legal and Regulatory Affairs in the spring of 1990. Developed feasibility statements for the Board of Directors regarding the intellectual property value and market potential of prospective licensing candidates.

1985-1990

**Boehringer Ingelheim Pharmaceuticals, Inc***Product Manager 1987-1990**Manager, Strategic Planning 1987**Clinical Education Specialist 1986**Professional Sales Representative 1985*

Managed the marketing operations for the Cardiovascular, Respiratory, Oncology and CNS product divisions of this international pharmaceutical company. Responsible for several new product introductions, and the development of global product planning.

1984-1985

**Newton-Wellesley Hospital-Tufts Medical School***Continuing Education Coordinator; Manager, Out-Patient Respiratory Care Clinic*

1980-1984

**Brigham & Women's Hospital-Harvard Medical School***Critical Care Specialist, Respiratory Care Division; Cardiovascular Perfusionist, Department of Cardiac Surgery*

1978-1980

**Massachusetts General Hospital-Harvard Medical School***Cardiac Anesthesia Research Associate***SPECIAL APPOINTMENTS**

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2010-Present

**American Express Publishing Corporation***Departures Magazine Advisory Board**Board Member*

2010-Present

**United States Chamber of Commerce****Small Business Council***Member, Management Committee*

## SPECIAL APPOINTMENTS (Continued)

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2004-2006

**National Republican Congressional Committee**  
**Presidential Business Commission**  
*Honorary Chairman, Business Advisory Council*

2004-2006

**Northeastern University**  
**Division of Professional Education**  
*Advisor to the Vice President of Continuing & Professional Education*

2002-2005

**The National Republican Congressional Committee**  
*Co-Chairman, Commonwealth of Virginia*

2002-2004

**Northeastern University**  
*Director, The National Council*

2002-2004

**The Hellenic Republic** (Government of Greece)  
**Ministry of Merchant Marines**  
*Special Advisor for Distance Learning and Education*

2000-2002

**Northeastern University**  
**The Bouve College of Health Sciences**  
*Special Advisor to the Dean*

1999

**Northeastern University**  
**College of Health Sciences**  
*Advisor to the Acting Dean on Continuing Education*

1995

**The European Union, European Commission, Brussels, Belgium**  
**Directorate General for Information Society and Media (former DGXIII)**  
*Project/Grant Evaluator*

## VISITING PROFESSORSHIPS & MENTORSHIPS

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**George Mason University, School of Management**

2009-Present

*Visiting Professor/Guest Lecturer*

**George Mason University, School of Management**

2011-Present

*Business Plan Competition Final Round Judge*

**The George Washington University Entrepreneurs Round Table**

2012

*Mentor*

## **SPEAKING ENGAGEMENTS**

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2008-2011

**Management Forum: Eighth Annual Conference on Nasal Drug Delivery, London, UK**

*Topic: Market Update*

2007

**Management Forum: Seventh Annual Conference on Nasal Drug Delivery, London, UK**

*Topic: New Products and Devices*

2007

**Annual Conference on Biotechnology, Herndon, VA**

*Topic: New Mucoadhesive compounds*

2002

**The First Annual Business Conference on Greece-U.S. Relations, Washington, DC**

**Roundtable Discussant: *Improving the Intellectual Capital Exchange of Culture and Education***

2002

**Forth International Conference on Absolute Investment Returns, San Juan, Puerto Rico**

*Topic: Strategic Investing in Healthcare and Education*

2000

**Third International Conference on Absolute Investment Returns, Hamilton, Bermuda**

*Topic: Strategic Investing in Healthcare*

2000

**Northeastern University, The Bouve College of Health Sciences, School of Health Professions**

**Keynote Speaker to the Dean's List Graduates**

*Topic: Entrepreneurship in Health Sciences: The Path to your Future may be Limited Only by your Imaginative Spirit*

1999

**Pan European Congress on IT Investing, Thessaloniki, Greece**

*Topic: Pearls and Perils of Investing in a Ground Floor Opportunity*

1998

**The Alliance for Continuing Medical Education Annual Conference, San Diego, CA**

*Topic: The Value of Interactive Media in Continuing Medical Education*

1992

**City College, Thessaloniki, Greece**

**A Sheffield University (U.K.) Affiliate**

*Visiting Lecturer*

## **AWARDS**

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2010-2011

**Premiere Who's Who Registry of Outstanding Professionals**

2008-2010

**Presidential Who's Who Among Business and Professional Achievers**

**AWARDS (Continued)**

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2008-2009

**Princeton Premier Edition of Executive Business Leaders**

2007-2008

**Cambridge Who's Who Lifetime VIP Member among Business Leaders and Professionals**

2004-2005

**Marquis Who's Who in Medicine and Healthcare**

2004

**National Republican Congressional Committee Business Advisory Council  
*Businessman of the Year Award***

2003

**National Republican Congressional Committee Business Advisory Council  
*Businessman of the Year Award***

1999

**Sterling Who's Who in Business Excellence and Leadership**

1997

**Who's Who Among Top Executives**

1995

**Who's Who Worldwide Among Business Leaders**

1985

**Northeastern University, Sigma Epsilon Rho Honor Society  
*Inductee***

**PROFESSIONAL LICENSURE**

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June 1983

**The American Board for Respiratory Care, *Certified Respiratory Therapy Technologist (CRTT)***

June 1984

**The American Board for Respiratory Care, *Registered Respiratory Therapist (RRT)***

September 1999

**National Association for Securities Dealers, *Registered Investment Advisor***

October 2004

**Federal Aviation Administration, *Private Pilot***

July 2008

**Federal Aviation Administration, *Instrument Rating***

**EDUCATION**

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**Northeastern University**

***Bachelor of Science, Respiratory Care and Extracorporeal Circulation  
cum laude***

***Bachelor of Science, Health Sciences***

***magna cum laude***

***Doctor of Philosophy, Health Administration***

## PUBLICATIONS

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***CDO Chief Daddy Officer: The Business of Fatherhood*** Advantage Media Group 2011

This book outlines my personal experience in raising my daughter as a single father, relying solely on my business expertise. It examines, compares and contrasts key business principles and seamlessly applies them to parenting and personal relationships. Since publication it has ranked consistently on the top 2% among Amazon's 8,000,000 book titles and enjoys five-star reviews.

## PROFESSIONAL/CLINICAL PUBLICATIONS

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Kaliner M, White M, Tzachev c, Efessiou C, Farrar J, Miller J, Popov T. Assessment of two capsaicin containing solutions for symptoms relief in subjects with persistent allergic rhinitis. Presented as a poster at the Western Society of Allergy Asthma & Immunology (WSAAI) 2009, Maui, Hawaii.

Kaliner M, White M, Tzachev c, Efessiou C, Farrar J, Miller J, Popov T. Clinical assessment of capsaicin nasal spray for symptom relief in subjects with persistent allergic rhinitis. Presented as a poster at the European Academy of Allergy and Clinical Immunology (EAACI) 2009, Warsaw, Poland

Popov TA, Tzachev CT, Taskove AV, Efessiou C, Farrar J. The effect of delivering fluorescein or saccharine in a novel mucoadhesive solution on nasal mucociliary clearance. *J Allergy Clin Immunol* 2008; 121 (2):S52

Tzachev CT, Taskove AV, Efessiou C, Farrar J, Popov TA. Difference in tear clearance times between standard fluorescein solution and a novel mucoadhesive fluorescein solution. *J Allergy Clin Immunol* 2008; 121 (2):S51

Storms W, Kaliner MA, Efessiou C, Javidi M, Farrar J. Open-label, multicenter, single-group study to evaluate patients' reactions to single-entity long-acting quafenesin. Presented as a poster at the WSAAI 2008.

Kaliner MA, Storms W, Efessiou C, Javidi M, Farrar J. Subgroup analysis of patients using antibiotics and treated with single-entity long-acting quafenesin. Presented as a poster at the WSAAI 2008, Kona, Hawaii

## MEDIA

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**Voice America Internet Radio - Straight Up with Chris: Real Talk on Business & Parenthood**

*Show Host*

## VOLUNTEER EXPERIENCE

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**James Madison High School Science Fair**

*Judge*

**Metropolitan Washington Senior Housing Project**

*Advisor*

**The Greek Orthodox Church of Saint George, Bethesda, MD**

**Fundraising Committee for the construction of the Cultural Center**

*Co-Chairman*

**The Greek Orthodox Church of Saint George, Bethesda, MD**

*Vice President, Board of Directors*

**Danbury High School, Danbury, CT**

*Junior Achievement Advisor*

## LANGUAGES

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Fluent in English and Greek

## INTERESTS

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Aviation, Business, Education, Teaching, Culture, Philanthropy