

# Rong Hui Gao

M.D. MBA



Mr. Ronghui Gao worked as a quarantine doctor for seven years managing infectious diseases and vaccination programs before he joined Nestle as a regional manager in Shanghai for the sales & marketing team in the nutritional department. Relocating to UK, Ronghui consulted for multinational companies, in areas of strategic marketing planning, new product launch, market research, and Key Opinion Leaders management in the pharmaceutical industry. Some major clients include AstraZeneca, GSK and Novartis.

After relocating to China in 2005, he returned to Shanghai, where he established a marketing consulting firm in the healthcare market to serve multinational pharmaceutical companies including AstraZeneca, J&J and Sanofi etc. He then joined BioBay in 2008, as a Business Development Director, to help and support over 80 companies on start up, government communication and commercialization.

Mr. Gao worked as a Deputy Commissioner at China Medical City, one of the fastest growing bio-medical focused clusters in China. He was responsible for global business development and collaboration. In this role, he worked closely with a wide range of life-science enterprises, to identify innovative technology and products and help clients on commercialization in China and facilitate their businesses by seeking funds, business partners as well as regulatory support, government incentives and market access. Under his leadership, Mr. Gao successfully finalized some major investment projects with AstraZeneca (\$230M), Takeda (\$30M, Boehringer Ingelheim (\$50M).

Mr. Gao is a KOL advisor for Philips Innovation Center (China) and advisor for Shanghai Zhangjiang Pharma Valley, the most well established bio-cluster in China, with over 2,000 life science companies on site.

Mr. Gao is a frequent speaker in a number of conferences both domestically and internationally, such as BIO, ACS, EBE. He was also organizer of the China Medical Device Forum (IMDF 2011 and 2012), a premium event on innovation and start up ventures and partnering in China.

In addition to his medical degree, Ronghui holds an MBA from Manchester Business School.