HENRY SCHERB

New York, NY · linkedin.com/in/henryscherb

Biotech Business Development & Corporate Strategy · Rare Disease, CNS and Neuroregeneration

Life sciences strategist and two-time founder who sits where science, capital and regulation meet. At Hayden Consulting Group I lead deal diligence, forecasting and launch strategy for mid-size biotech to large pharma, presenting to client executives across 20+ indications. As co-founder of BreakThru SCI, I run a patient-advocacy organization that has raised $175K, built a board and partner network across biotech and medtech, and brought the patient voice to Congress and FDA. Promoted twice in 26 months; now seeking a Manager or Associate Director role in biotech BD, corporate development or company building.

SELECTED IMPACT

- **4** acquisition, private equity and royalty diligence engagements; client decisions shaped on acquisitions, launch sequencing and contracting
- **20+** strategic projects across **20+** indications; **11** ex-US markets modeled; strategy presented to client executive leadership on **5** engagements
- **6** engagements leading or coaching junior staff, including managing two analysts at once
- **$175K** raised for BreakThru SCI toward a **$900K** goal; **75+** congressional office meetings; **8** national media features; **1M+** social views
- **$25K+** non-dilutive funding raised as a startup CEO; **265** startups sourced and diligenced in venture roles

PROFESSIONAL EXPERIENCE

Hayden Consulting Group · Life sciences strategy consulting · New York, NY (previously Boston, MA) · Aug 2024 – Present

Consultant (2026 – Present) · Senior Associate Consultant (2025 – 2026) · Associate Consultant (2024 – 2025)

- **Lead engagements end to end** for mid-size biotech to top-tier pharma clients: own workstreams, timelines and client communication across 20+ strategic projects in M&A/PE diligence, forecasting, launch and global expansion, specializing in rare disease and CNS.
- **Acquisition and investment diligence (4 engagements):** scoped a life sciences PE firm's investment thesis for entry into rare epilepsy and SMA, then led the junior team building the investment model and target-screening approach; built model infrastructure for diligence that led to an acquisition recommendation for a replacement asset in primary sclerosing cholangitis (PSC) and primary biliary cholangitis (PBC) after a client's lead asset failed, and supported a mid-size pharma's decision to acquire a short bowel syndrome pipeline asset ahead of patent expiry.
- **Deal economics:** led a junior team modeling how contracting and marketing strategies would move market share and royalty value for an investor weighing a royalty-sharing partnership on a marketed product; aligned firm partners, the client and the data team, and the analysis informed the investment decision.
- **Forecasting and scenario modeling:** built peak-sales and sensitivity models that set a rare endocrine asset's launch sequence (CAH before Cushing's disease) and shaped a rare pulmonary asset's (PAH, PH-ILD, IPF/PPF) launch pricing, indication sequencing and competitive-response playbook.
- **Pricing under policy pressure:** modeled a list-price (WAC) cut against a lower-priced second product for a leading MASH brand facing PBM reform and GLP-1/FGF21 competition; presented to a cross-functional client workshop and converted the model into a playbook with KPIs per market event.
- **Launch strategy and execution (3 launches):** built the full launch strategy for a novel IVF therapy under most-favored-nation pricing constraints and ran weekly cross-functional meetings with commercial, medical, legal, brand, access and trade teams; built the launch and reimbursement playbook for a hepatitis B therapy, now FDA approved and executing the strategy; delivered a go-to-market roadmap for an advanced Parkinson's drug-device product to the neurology portfolio's executive directors.
- **Global expansion:** led research and managed two junior team members to assess commercial viability across 11 ex-US markets (EU5, Japan, China and cash-pay markets) for two clients; presented market-entry playbooks to portfolio executive leadership.
- **Contracting:** co-built a provider-economics model for an oncology portfolio in PE- and GPO-consolidated networks and coached a new analyst to own it; the client implemented the resulting contracting strategy.
- **Firm building and BD:** proposed and co-lead Hayden's Rare Disease Committee, the firm's rare disease center of excellence; work directly with partners on BD strategy and pitches to large pharma and small to mid-size rare disease biotechs.
- **People leadership:** led or coached junior staff on 6 engagements, including managing two analysts simultaneously; ran client education sessions on reimbursement and trade dynamics before major decisions.

FOUNDER AND LEADERSHIP EXPERIENCE

BreakThru SCI · Spinal cord injury patient advocacy nonprofit · New York, NY · Aug 2025 – Present

Co-Founder; Chief Strategy & Operations Officer

- **Co-founded and run strategy, partnerships, and operations** for an organization accelerating development and approval of neuro-restorative SCI therapies through patient voice, regulatory policy and grassroots advocacy; manage partnerships, fundraising, board governance, vendors and finance/legal administration.
- **Fundraising and investor relations:** raised $175K toward a $900K goal by early 2027; lead donor and investor relations, including donor update calls and reporting.
- **Board and governance:** recruited board co-chairs and directors with expertise in health policy, regulatory, research, advocacy, nonprofit management and fundraising; implemented governance structures and budgeting and compliance reporting.
- **Partnerships:** primary owner of contracted partnerships with biotech, medtech and brain-computer interface companies and advocacy and research organizations.

- **Policy and regulatory impact:** co-led a September 2026 Capitol Hill congressional briefing, followed by 75+ meetings with congressional offices; join FDA–sponsor meetings alongside a leading SCI trial sponsor to represent the patient perspective.
- **Visibility:** 8 national media features (including Forbes and Pink Sheet), 1M+ social views and Nasdaq Times Square exposure; speaker at the U2FP Symposium, SCI Investor Symposium and NYBCI26 ("What Actually Matters to Decision Makers").

Amoji · Neurotrauma behavioral health startup · Boston, MA · 2023 – 2024
Co-Founder & CEO

- **Built the company from customer discovery to pilots:** ran 350+ discovery interviews with people with SCI, families, therapists and researchers, then launched two pilots: Send Amoji (5,000+ sends) and Promptly, an iOS Messages extension (75+ users).
- **Raised $25K+ in non-dilutive funding** from five programs, including the Tufts New Venture Competition, Techstars Startup Weekend and the Tufts Venture Accelerator (2024 cohort).
- **Recruited and led** a 12-member advisory board of executives and experts and a 15-person graduate team across data science, human factors design and software development; paused the company on joining Hayden full-time.

VENTURE CAPITAL AND EARLY CAREER

LIKE Ventures · Disability-technology venture capital · Chicago & Boston · 2021 – 2024
Director of Strategy & Business Development, part-time while at Tufts (2022 – 2024) · Intern (2021 – 2022)

- **Built the firm's deal-sourcing system:** proposed and ran an inbound pitch and sourcing process that reduced the team's sourcing and diligence workload.
- **Partnerships and portfolio support:** sourced strategic partnerships that expanded the firm's reach and fundraising pipeline; advised 5 portfolio companies (adaptive clothing, smart prosthetics, electrical stimulation rehab, robotic arm and adaptive vehicle companies) on commercialization, fundraising outreach and deal negotiation, and partnered with the Verizon Startup Accelerator on incubation.
- **Flagship conference:** led and moderated two annual accessibility technology conferences for 500 investors, LPs, founders, patients and research organizations, owning panel recruitment, content and agenda.
- **Leadership alignment:** facilitated alignment between the board, senior leadership and the executive team; promoted from intern after building board materials and diligencing disability-tech startups.

Venturous · Venture Fellow (part-time) · Aug 2023 – Mar 2024

- Sourced and diligenced 265 startups and matched them to thesis-aligned funds in the Venturous network, facilitating deals for 10 companies.

Breinfuel · Consumer beverage startup · Marketing and Business Development Representative · 2020 – 2022

- Co-developed a campus ambassador program across 15 Northeast universities and used it to drive sell-through at New England stores, helping scale a CVS retail pilot from 8 to 3,000 locations nationwide.

EDUCATION

Harvard University, Harvard Extension School · Graduate Certificate in Biotechnology Management · In progress, expected May 2027

- Coursework: Emerging Modalities in Biotechnology; Financial Analysis and Valuation in Biotechnology; Raising Money in Biotechnology; Regulatory Aspects of Drug Development

Tufts University School of Engineering, Gordon Institute · M.S., Innovation and Management · 2024

- Applied Data Science; Financial Management for Tech Firms; Managing Tech-Based Organizations; New Product Innovation; Innovation & Technology Strategy; Marketing Strategy: Branding & Digital Theory; Program & Project Management; Advanced Strategic Management; Human Factors Engineering & Product Design

Tufts University · B.A., Economics; B.A., Film and Media Studies; Minor, Entrepreneurship · 2023

- Applied Econometrics; International Trade; Branding Theory; PR & Marketing; Economic Statistics; Screenwriting

Online University Certificates: Wharton Online, Business Analytics and Financial Modeling (2023); Duke University, Entrepreneurial Finance (2023)

SKILLS AND EXPERTISE

- **Business development, strategy and operations:** partnership sourcing and contracting with biotech, medtech and BCI companies; BD strategy and pitches to pharma and rare disease biotechs; portfolio company commercialization and fundraising support; deal-sourcing pipeline design; fundraising and investor relations; board recruitment and governance; budgeting, compliance reporting and vendor management
- **Deal and financial modeling:** commercial due diligence, peak-sales forecasting, scenario and sensitivity modeling, deal economics and royalty valuation, launch sequencing, ex-US market sizing
- **Market access and commercialization:** pricing and reimbursement, payer and PBM strategy, contracting, trade and distribution, patient support and affordability programs
- **Research:** qualitative and quantitative primary research with physicians, payers, PBMs, policymakers and KOLs; analog and competitive analysis
- **Regulatory and policy:** accelerated approval, patient-focused drug development, congressional engagement, FDA–sponsor meetings
- **Leadership:** client executive presentations, cross-functional workshops, board governance, fundraising, team coaching
- **Tools:** Excel, SQL (Trino, Redshift), PowerPoint and think-cell, Microsoft 365, Microsoft Power Automate, Claude, Grok, ChatGPT
- **Therapeutic areas:** rare neurology and CNS (SMA, ALS, MS, MSA, DMD, Parkinson's, rare epilepsies, SCI); endocrine and metabolic (CAH, Cushing's, MASH); hepatology and GI (PSC, PBC, hepatitis B, SBS, IBD); pulmonary (PAH, PH-ILD, IPF/PPF); oncology; women's health