

Nick Akers
St. Louis, Missouri

CAREER OBJECTIVE

Senior executive with a foundation in technical international sales, entrepreneurship and business development, and a passion for leading complex problem solving towards meeting customer needs. Additionally, international manufacturing operations experience with full P&L responsibility, as well as developing high performing cross-functional teams.

PROFESSIONAL EXPERIENCE

Consultant USA

January 2020- Current

Provide industry expertise to multiple venture capital and private equity firms. Conducted deal sourcing, due diligence, and thesis development for strategic investment opportunities. Served as interim President for a drug discovery company and doubled size of their customer contracts.

BioGenerator, St. Louis, MO

August 2018 – December 2020

Entrepreneur in Residence – BioGenerator is a St. Louis based Venture Capital firm focused on high-tech opportunities from highly talented entrepreneurs. Recruited to assist selected portfolio companies regarding strategy, fundraising, and execution. Served as interim President of portfolio company Arch-Innotek, which produces a variety of carotenoids via engineered yeast pathways.

Jost Chemical Company, St. Louis, Missouri

March 2012 – June 2018

Managing Director Jost USA – (March 2012 – June 2018) Full P&L Responsibility for the company's business growth strategy and execution in manufacturing high purity specialty chemicals for pharmaceutical, nutritional, food, and other specialty markets. Solely responsible for foreign direct investment and M&A activities as well as leadership for USA headquarters as part of the executive team. Leader of the Business Development and IT teams in strategic analysis of product solutions and implementation to ensure alignment with corporate needs. The company doubled in size during tenure.

General Manager Jost Europe – (Concurrent) Responsible for the corporate governance of Jost Europe SPRL.

President Jost Poland – (Concurrent) Responsible for the execution of greenfield investment of a 50,000 sqft manufacturing facility in Poland. Lead the project from concept through to execution.

Selected Accomplishments

- P&L responsibility, including international operation locations.
- Solely responsible for greenfield investment of FDA regulated chemical manufacturing facility located outside USA, from concept to construction.
- Leader of business development teams for growth in Asia, South Pacific, South America and Europe to increase business in these regions. Revenue has nearly doubled in a three-year period.
- Leading the cross functional business development team which analyzes, develops, and executes new product development and new market strategies.
- Established companywide KPI's for financial and operational excellence.
- Led digital transformation of business through introduction of new IT hardware, software, and applications to enable data driven business decisions.
 - Resulted in >\$10MM increase in manufacturing capacity without capital investment
 - Reduction of \$2MM in raw material cost
- Successful at establishing, recruiting, and managing the company's Advisory Board.
- Managed global real property portfolio
- Lead annual strategic plan development and implementation
- Initiated company-wide budgeting process and financially driven decision-making process
- Instrumental in leading Jost Chemical to a multi-year track record of double-digit revenue growth.

Innoventor, Inc., St. Louis, Missouri

March 2010 – March 2012

Business Development Director – (July 2010 – March 2012)

Primary areas of responsibility included assisting in developing yearly business development strategies in producing custom designs and hardware for plant modernization and process improvement, critical process control, testing and verification, and specialty equipment for a broad spectrum of customers. Key responsibilities included leading sales team of 8 direct reports, identification of key markets, target customers, business development campaigns, and ensuring Innoventor met its new business sales goals.

New Business Development Manager – (March 2010 – July 2010)

Responsible for managing Innoventor's new business process through identification of opportunities and preparation of proposals to government and commercial customers. Managed engineering teams in developing technical solutions to solve customer's problems and developed pricing for proposed jobs.

Selected Accomplishments:

- Lead sales team of 8-10 individuals, as well as supporting engineers, to secure new contracts ranging from \$50,000 to \$2MM+.
- Secured new business from diverse customers including Boeing, Lockheed Martin, Caterpillar, United States Air Force, and the United States Navy.

Akermin, Inc., St. Louis, Missouri

July 2003 – March 2010

Founder and Chief Technology Officer

Founded Akermin in 2003, a leading developer of stabilized enzyme solutions for producing power, food, fuels, and specialty chemical intermediates. Negotiated and secured worldwide exclusive license from Saint Louis University for existing and future patent applications relating to enzyme immobilization technology developed at Saint Louis University. Directly responsible for securing initial investment of \$650,000 from BioGenerator (their first investment) and Saint Louis University and negotiating terms for that investment. As a management board member, responsibilities include communication of Akermin's business and technical status to the investor board members, their firms, and limited partners. Other current responsibilities involve managing Akermin's intellectual property portfolio including working with intellectual property attorneys and Saint Louis University on filing strategy, claims drafting, and meetings with United States Patent Office.

Selected Accomplishments:

- Directly responsible for raising \$7,050,000 investment through three rounds of financing
- Key part of executive team that raised an additional \$1,500,000 in October 2007
- Key part of executive team that raised an additional \$10,000,000 in December 2009
- As President and CTO, directly responsible for all aspects of technology development and alignment of such with business development objectives.
- Secured first commercial development agreement for biofuel cell product
- Secured government appropriations contract for fuel cell development worth \$1,000,000 for FY2008, \$800,000 for FY2009, and \$1,500,000 for FY2010
- Recruited and ran Scientific Advisory Board

EDUCATION

Saint Louis University, St. Louis, Missouri, M.S.(R), Analytical Chemistry
Saint Louis University, St. Louis, Missouri. B.A. in Chemistry (Cum Laude)

REFERENCES

Available upon request

PUBLICATIONS, PATENTS, AND PRESENTATIONS

Available upon request