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The Honorable Nikki R. Haley  
Office of the Governor  
1205 Pendleton Street  
Columbia  
South Carolina 29201

January 4, 2017

Dear Governor Haley,

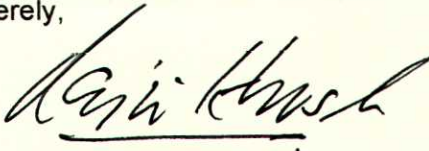
Congratulations on your nomination for the U.S Ambassador to the United Nations. My prayers and best wishes for a successful confirmation.

I am writing to express my interest in being considered for a position within your future U.N. staff. I prefer this direct contact approach, but please advise if there is an alternative process. A copy of my resume is enclosed.

My career and experience include: an extensive International component (born in Kenya of Indian ancestry, education in the U.K., lived and worked in Europe, Asia, Canada, and since 1993 here in the U.S.); comprehensive business acumen (corporate, small cap, start-up); successful negotiation of a variety of domestic and international business transactions; and an ability to work with a cross-section of people. These may not be the typical U.N. staffer credentials, but they have the merits of not being an insider, possessing relevant skills, and an ability to contribute a different perspective. Hopefully, as you coalesce your U.N. staff, there is a role where my abilities can make a meaningful contribution.

Wishing you every success in 2017.

Sincerely,

A handwritten signature in black ink, appearing to read "Rajiv Khosla", with a horizontal line underneath the name.

Rajiv Khosla

## Rajiv Khosla

New Jersey | +1-908-672-6263 | [drkhosla10@gmail.com](mailto:drkhosla10@gmail.com) | <https://www.linkedin.com/in/rajivkhosla1>

*An entrepreneurial passion to transform ideas and innovations into value-creating franchises that offer products and services to benefit the global community.*

- An entrepreneur who has successfully transformed scientific and technical innovations into franchises, which develop and offer products and/or services that provide a meaningful therapeutic benefit for patients, caregivers, and consumers.
- A unique blend of scientific capability, business expertise, and strategic acumen with which to conceive and implement value-creating strategies for organizations, at the Executive and Board level.
- A demonstrated ability to create, lead, mentor, and develop effective multi-functional and global teams to achieve individual, team, and enterprise success.
- An expertise to lead and secure a variety of partnership transactions and deal structures, worldwide, including licensing, joint ventures, and M&A; as well secure financing from the public and private markets, and government agencies.

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### Professional Experience

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|---|--|------------|
| 1/2011-Present  | <b>CEUTEC, LLC</b><br>CEO and Corporate Development Consultant | New Jersey |
| <ul style="list-style-type: none"><li>• 2015 CEO/Co-Founder: ViRAZE (U.Penn), a Biotech developing first-in-class antivirals.</li><li>• Ongoing due diligence by several VC firms and specialty Pharma companies for a Series A financing and/or licensing transaction.</li><li>• Secured an NIH grant for \$3 million to develop a first-in-class antiviral for dermatology, and actively pursuing IND-enabling drug development studies.</li><li>• 2012 Board of Directors/CEO: Orasi Medical (Minnesota) a private neurodiagnostic company for Alzheimer's and TBI; divested the Orasi assets to a Big Pharma company.</li><li>• 2011-2014 Board of Directors/CSO/CEO: IntelGenx Corp. (IGXT, Montreal)</li><li>• Revised the product development strategy to establish a specialty pharma pipeline focused on clinically relevant and patient-centric programs.</li><li>• Implemented a new business development strategy, and signed a license agreement with Par Pharm to develop two new products.</li><li>• Successful closed a public financing to raise \$3.5 million from a stock offering.</li><li>• Filed two US FDA regulatory filings: (i) NDA, and (ii) ANDA; and achieved substantial progress to settle two Paragraph IV litigations.</li></ul> |  |            |

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|----------------|---|------------|
| 9/2005-12/2010 | <b>Biovail Corp.</b><br>Vice President Business Development | New Jersey |
|----------------|---|------------|

Mandate was to develop the strategy, identify, secure CEO and Board approval, and conclude business transactions that were accretive to operating income.

- Led and successfully concluded several CNS in-license transactions: Acadia, Santhera, Amgen/MedGenesis, and Alexza; led cross-functional BD teams in the search, evaluation, due diligence and transaction for 75+ opportunities in therapeutic areas: Neurology, Orphan diseases, Endocrinology, Dermatology, Women's Health, GI, and Drug Delivery.



Prior to 2005      **Sensient Technologies**      New Jersey  
 Vice President & GM, Pharmaceutical

Led the worldwide Pharmaceutical business, and achieved success by deploying a technical sales force, focusing on higher margin products, launching a new oral system, and securing strategic alliances to achieve 15% revenue growth to \$18 million and 22% operating profit.

**ICI Group/National Starch**      New Jersey  
 Senior Business Director, Healthcare

Established the worldwide Healthcare business, with a new global team, launched six new drug delivery technologies, and secured strategic alliances, for a 40% revenue growth to \$25 million.

**International Specialty Products (ISP)**  
 Business Director, Pharmaceutical & Medical Devices      New Jersey

Led the worldwide Pharmaceutical business, including a manufacturing plant in South Asia, and grew revenue by 42% to \$150 million and profits by 65% to \$30 million by accelerating the growth of the International business, launching three new products for drug delivery, and securing several strategic alliances.

Also had GM responsibility for a start-up Medical Device (blood collection & radio-therapy) unit. Created a \$7 million business (80% gross profit, 30% operating income) with 50% US market share, reduced operating costs through US Government funds, and developed a product for the Japanese Red Cross to secure 25% of the Japanese market.

**Business Manager – Asia-Pacific, Pharmaceutical**      Singapore

Led the Pharmaceutical business development in Asia and increased revenue by 30%.

**Business Manager – Europe, Pharmaceutical**      England

Led the Pharmaceutical business development in Europe and increased revenue by 25%.

**Tillotts Pharmaceutical**      England  
 R&D Manager

**Merrell-Dow Pharmaceuticals**      England  
 Product Development Scientist

#### Education

##### **Executive MBA.**

Henley Business School, England

##### **Ph.D. in Pharmaceutical Sciences.**

University of Nottingham, England

##### **Bachelor of Pharmacy (Honors).**

University of Nottingham, England

#### Other

- Adjunct Faculty, Entrepreneurship, Rider University
- Board: Orasi Medical (Private); IntelGenx Corp. (Public; and Audit Committee); The Somerset Strata Board (Private)
- Co-Chair Small Businesses Board (2015), BIO International Conference
- Board of BioNJ (2012), New Jersey's premier biotech industry organization
- Licensed Pharmacist (UK) and Member Royal Pharmaceutical Society of Great Britain