



About Me

Vision-driven biotech and pharmaceutical executive with over a decade of international experience across commercialization, fundraising, and strategic partnerships. Deep expertise in genetic medicine, diagnostics, nanocarrier-based therapeutics, and government engagement. Proven ability to bring early-stage technologies to market, secure high-value contracts, and lead companies through complex industry landscapes. Currently CEO of BioDrop Solutions, a Latvian diagnostics startup focused on tear-based, non-invasive detection of gliomas via miRNA capture. Founder of OPHIRx, a commercialization and fundraising consultancy for biotech ventures.

Ben Medvin

CEO

Strategic Biotech Advisor

Fundraising &

Commercialization Leader

Education

2011 -2014

UNIVERSITY OF MIAMI

Bachelors in Psychology & Biology
Honor Roll

2014 -2016

UNIVERSITY OF HAIFA

Master of Science in Neurobiology

summa cum laude

Conducted research on auditory fear and neural mechanisms of learning and memory

Experience

2025 - Present

CEO







BioDrop Solutions SIA | Latvia

Appointed CEO of BioDrop Solutions SIA, a Latvian-registered biotech company pioneering a novel, non-invasive method for early glioma detection through tear-based miRNA profiling.

Key Responsibilities & Focus:

- Working alongside the CSO (founder) to bring the patented technology to market through strategic partnerships and funding

Professional Links

-  [BioDrop Solutions](#)
-  [OPHIRx](#)
-  [VectorBuilder](#)
-  [Syntezza Bioscience](#)
-  [IDT](#)
-  [TriLink](#)




Core Competencies

- Biotechnology & Pharmaceuticals
- Fundraising & Investor Relations
- Strategic Partnerships
- RUO, CRO & CDMO Strategy
- Cell & Gene Therapy
- RNA Therapeutics & Nanocarriers
- Global Sales & Territory Expansion
- Government Contracts & Procurement
- Commercialization Strategy
- Market Access (LATAM, MENA, EU, U.S.)

Languages

English
Spanish
Hebrew

Contact

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- Leading commercialization strategy and capital formation efforts in North America and Western markets
- Building out the company's digital presence, investor materials, and global outreach strategy
- Advising on go-to-market planning, contract manufacturing, and regulatory pathways for clinical diagnostics
- Supporting international grant access and private fundraising in collaboration with Latvian government programs

2024 - 2025

STRATEGIC PARTNERSHIPS & FUNDRAISING LEAD

Zorta-Nano | Israel

- Led capital strategy for the manufacturing and commercialization of the world's first topical treatment for leishmaniasis
- Created investor-facing materials and secured interest from VCs, institutional backers, and national health ministries
- Negotiated directly with government stakeholders to align national healthcare objectives with product deployment

2023 - Present

FOUNDER

[OPHIRx](#) | [U.S.](#)

- Founded a strategic consultancy supporting commercialization and fundraising for early-stage biotech ventures
- Built partnerships across CROs, CDMOs, and VCs to guide technologies from concept to clinical execution
- Led market positioning and go-to-market planning for diagnostics, therapeutics, and synthetic biology platforms

2021 - 2023

REGIONAL TERRITORY MANAGER

VectorBuilder GmbH | MENA Region & India

Led business development and client acquisition across more than 1,000 academic, biotech, and pharmaceutical accounts in the Middle East, North Africa, and India for VectorBuilder, a global CRDMO at the forefront of gene delivery, viral vector production, and genetic medicine manufacturing.

Oversaw full commercialization of the company's RUO, CRO, and CDMO offerings, including:

RUO & CRO Platforms:

- Vector Design & Cloning: Online vector design, custom cloning, plasmid DNA preparation
- Viral Vectors: Lentivirus, AAV, Adenovirus, MMLV, MSCV, Baculovirus, HSV, VSV, RABV, VACV
- RNA Tools & Protein Services: IVT RNA, LNP formulation, recombinant protein expression
- Screening & Discovery: AAV capsid evolution, enhancer/promoter screening, ORF & shRNA libraries
- Cell Line & Antibody Solutions: Stable cell line engineering, antibody discovery, CRISPR knockdown (shRNA, inducible), BAC recombineering, mutagenesis
- Premade Products: Premade viruses, premade IVT RNA & LNPs, premade libraries, UltraStable competent cells

CDMO Services (cliniVec™):

- GMP-grade plasmid manufacturing
- Viral vector manufacturing (lentivirus, AAV, etc.)
- IVT RNA and lipid nanoparticle (LNP) production
- Full process and analytical development under GMP conditions
- MiniVec™ plasmid platform and virus packaging plasmids

Strategic Achievements:

- Opened and expanded territory operations across 8+ countries in the region
- Negotiated key distributor partnerships (notably India), increasing accessibility and compliance
- Streamlined regulatory navigation and shipping logistics for temperature-sensitive gene therapy tools
- Positioned VectorBuilder as a strategic partner for gene therapy, vaccine development, and next-gen biologics across multiple emerging markets

2020 - 2021

SALES DIRECTOR

Global Biotech Support LTD | COVID-19 Response, UK

- Spearheaded large-scale procurement and international logistics for ventilators, syringes, and PPE
- Closed government-level contracts across Europe and LATAM during the COVID-19 emergency
- Managed complex sourcing pipelines and health system coordination for rapid deployment

2019 - 2020

TECHNICAL SALES SPECIALIST

Synteza Bioscience | Life Science Distribution, Israel

Led nationwide commercial strategy for one of Israel's top life science distributors, supporting academic labs, research hospitals, and biopharma companies with advanced genomics and synthetic biology solutions. Oversaw the full sales cycle across RUO and clinical workflows for sequencing, gene editing, RNA therapeutics, and lab automation.

Genomics & Molecular Biology Platforms:

- Custom DNA/RNA & CRISPR: Integrated DNA Technologies (IDT) – oligos, gBlocks, CRISPR kits, NGS prep
- IVT mRNA & Enzymes: TriLink – IVT reagents, CleanCap capping agents, mRNA synthesis tools
- NGS Library Prep Kits: IDT, Nugen/Tecan Genomics, PerkinElmer
- Sanger & Plasmid Sequencing: MacroGen – full-service sequencing workflows
- NGS Lab Automation: MGI & Allsheng – sequencers, liquid handlers, automation platforms
- Peptides & Gene Synthesis: BioBasic Canada – custom peptides, gene constructs
- RNA/DNA Stabilization: GenTegra – ambient storage reagents
- Research Kits & Reagents: GRISP & Synteza's in-house reagents
- Non-exclusive NGS Services: BGI and Novogene

Strategic Achievements:

- Managed a diverse client portfolio across clinical, translational, and academic research sectors
- Delivered integrated workflows tailored to CRISPR genome editing, RNA therapeutics, and complex sequencing pipelines
- Increased territory performance by expanding adoption of IDT NGS prep kits and TriLink IVT mRNA reagents across Israeli universities and biotechs
- Acted as a primary advisor for lab optimization, sequencing strategy, and automation scaling

2016 - 2019

FOUNDER – STEALTH INFRASTRUCTURE COMPANY

U.S. Based – Confidential

- Founded and scaled a high-performance computing infrastructure company with a 7-figure exit
- Oversaw operations, procurement, and deployment of energy-intensive hardware within a commercial data center
- Managed financial strategy, asset liquidation, and backend logistics for exit