

Curriculum Vitae for Kyle L. Kimmel

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PO Box #248, San Marcos, CA 92079

Education

M.B.A.: Fully Employed MBA Program at CSU San Marcos, CA [2020]

Ph.D., Organic Chemistry: Yale University, New Haven, CT / University of California, Berkeley, CA [2012]

B.S., Chemistry: University of California, Irvine, CA [2007]

Languages

- (1) **English** – fluent, excellent verbal and written communication skills
- (2) **Mandarin Chinese** – conversational speaker, basic character recognition

Entrepreneurial Executive Experience

Chief Executive Officer & Co-Founder

February 2020-Present

Scaled Solutions Technologies LLC

San Marcos, CA 92079

LLC Members: Jeffrey Anson, J.D.; Thomas Lugo III, MBA; Joshua Smith, MBA; Kate MacArevey-Colello, MBA

Executive activities and responsibilities:

- | | |
|--|---|
| I. <u>Entrepreneurship</u> | IV. <u>Sales & Marketing</u> |
| ❖ Business modeling, customer discovery, strategic positioning | ❖ Web-based content marketing, event marketing, customer & partner engagement |
| ❖ SBDC Lean Essentials Sprint certified entrepreneur | V. <u>Corporate Finance</u> |
| II. <u>Project Management</u> | ❖ Capital infusion, financial planning & accounting, financial reporting & tax filing |
| ❖ Integrated product design, customer & brand development, fundraising, IP | VI. <u>Company Leadership</u> |
| III. <u>Corporate Management</u> | ❖ Positive, proactive, collaborative, and adaptive leadership style |
| ❖ Building & maintaining high functioning company and team structures | |

Sales Management Experience

Head of Business Development

December 2019-February 2020

Averica Discovery Services, Inc.
Manager & Partner: Dr. Paul Lefebvre

Marlborough, MA 01752

Business Development Representative

May 2018-November 2019

Averica Discovery Services, Inc.
Dr. Jeffrey Kiplinger, Founder
Dr. Paul Lefebvre, Lab Director-General Manager

Marlborough, MA 01752
May 2018-August 2018
August 2018-Present

Sales activities and responsibilities:

I. Sales Management

- ❖ Monthly revenue accountability
- ❖ Sales pipeline management
- ❖ Sales reporting and forecasting

II. Marketing and Promotional Activities

- ❖ Literature design and content
- ❖ Local trade shows & national conferences
- ❖ Educational marketing activities

III. Confidentiality and Term Agreements

- ❖ Rapid document processing
- ❖ Detailed review and editing

IV. Client Outreach and Relationships

- ❖ New client outreach activities
- ❖ Hosting new project discussions
- ❖ Preparing work plans and quotes
- ❖ Onsite visits with clients & prospects

V. Leadership, Mentoring and Training

- ❖ Leading business development activities
- ❖ Establishing project-based forecasting system
- ❖ Managing sales with diligence and integrity
- ❖ Mentoring sales and marketing staff

Pharmaceutical Science Experience

Sr Manager, Product Development- API Chemistry

May 2017-March 2018

Intercept Pharmaceuticals, Inc.
Manager: Dr. Gabriel Galvin

San Diego, CA 92121

Scientific role: to act as chemistry SME providing technical oversight on all aspects of API chemistry projects, including synthesis, chemical development and manufacture.

I. API Supply

- Acted as technical lead for an advanced development program including manufacturing, rework, master/executed batch record review, QE review, API release and overall vendor management
- Acted as chemistry lead for outside vendor plant-based product collaboration

II. Process Development

- Provided technical input for route development, process optimization and scale-up of pipeline compounds in high visibility development programs
- Managed an external FTE for route exploration / PR&D of pipeline compounds

III. Supporting Activities

- Acted as technical lead for conducting PR&D to improve synthesis of key pipeline starting material (India)
- Provided technical input for process development and manufacturing of key pipeline starting material (USA)
- Provided technical direction and oversight in impurity ID and synthesis for pipeline compounds

IV. Interpersonal Development

- Face-to-face meetings and technical discussion at vendor sites for vendor relations
- Attended Outsourced Pharma conference 2017, San Diego
- Participated in training course "Building Relationship Versatility: Social Styles at Work"

Scientist, Process Chemistry

2012-2017

Dart Neuroscience, LLC
Manager: Dr. Tawfik Gharbaoui
Supervisor: Dr. Jing Liu

San Diego, CA 92131

Lead chemist and project manager for an early phase development program [2016-2017]:

- Laboratory chemical development from medicinal chemistry through process chemistry scale-up batches

- Composition/editing of RFP technical package and CMO selection based on cost, timeline and chemical expertise
- Collaboration with CMO for process development and demo batch scale-up in preparation for GMP manufacture
- Management of daily activities to meet project timelines and material requirements as they arise
- Formal presentations and informal updates to project / chemistry teams, Chemistry Department or Company

Performed process research and development activities for lead compounds:

- Scouting, design and proof-of-concept demonstration of new and efficient synthetic routes to lead compounds
- Optimization of new or existing synthetic routes and key chemical transformations therein
- Use of/familiarization with analytical techniques UPLC-MS, ¹H ¹³C ¹⁹F NMR, IR, TLC (GC, DSC, TGA, XRPD)
- Scale-up of synthetic routes from milligram to multi-hundred gram quantities
- Proficient use of vertical reactors to mimic 'plant-like' manufacturing conditions and optimize chemistry
- Technology transfer of synthetic routes to contract manufacturing organizations (CMOs)
- Partnerships with CMOs to manufacture multi-kilogram quantities of API for toxicological and clinical batches
- Detailed review and editing of manufacturing batch records
- Setup and routine maintenance of IR and UPLC-MS instruments

Worked with Structure-Guided Chemistry (SGC) and Medicinal Chemistry departments to provide key building blocks and advanced intermediates for focused compound libraries and medicinal chemistry SAR efforts.

Research Experience

Graduate Research Assistant

2007-2012

Yale University

New Haven, CT 06520

Advisor: Prof. Jonathan Ellman

University of California

Berkeley, CA 92697

Advisor: Prof. Jonathan Ellman

Sulfinyl urea catalysts were developed for enantio- and diastereoselective additions of thioacetic acid and Meldrum's acid to nitroalkenes. These synthetic methods were applied to the syntheses of the anti-fungal drug Sulconazole and the neuropathic pain drug Lyrica. Significantly, the acidic nature of Meldrum's acid enables one to use sulfinyl urea catalysis to achieve for the first time highly enantio- and diastereoselective addition to acyclic α,β -disubstituted nitroalkenes without epimerization of the α -nitro stereocenter, providing access to acyclic γ -amino acid derivatives with multiple stereocenters.

Undergraduate Research Assistant

2003-2007

University of California

Irvine, CA 92697

Advisor: Prof Keith Woerpel

Studies were performed to elucidate the mechanism of the observed Lewis-acid promoted allylic rearrangement of α -siloxy allylsilanes to vinylsilanes. Crossover experiments, chirality transfer experiments, steric effects on rate, and thermodynamic calculations were all used to glean mechanistic information.

Teaching Experience

Graduate Student Mentor

2009-2012

Yale University / University of California, Berkeley

Trained and mentored a UC Berkeley Amgen Scholar student [2009] and a Yale undergraduate student [2010- 2012] as undergraduate research assistants. Supervised and assisted students with compound characterization, synthetic techniques and purification methods. Fostered independent thinking, critical analysis, and creativity in students.

Teaching Assistant for Graduate Level Course

2010

University of California, Berkeley

Assistant teacher for graduate level course in physical organic chemistry. Answered student questions in office hours; edited and graded weekly problem sets; wrote, edited and graded weekly quizzes; hosted review sessions for examinations; helped to write and edit final exam; and gave class lecture on linear free-energy relationships.

Laboratory Teaching Assistant

2007-2009

University of California, Berkeley

Supervised and taught a class section of twenty undergraduate students in elementary lab techniques on a weekly basis. Organized and taught a review session for multiple class sections in preparation for final exam.

Honors and Awards

CSUSM Featured Alumni

2021

Interviewed and publicly featured on LinkedIn and Instagram social media outlets as a CSU San Marcos MBA "Alumni Success Story." The story includes SST company background, interview highlights and a feature photo. <https://www.linkedin.com/feed/update/urn:li:activity:6831278408136241152/>

Abbott Scholar

2011

Selected as one of 19 graduate student researchers nationally to receive the 2011 Abbott Scholar Award and invited to attend and present research at the annual Abbott Scholars Symposium at Abbott headquarters in North Chicago.

SURP Fellow

2006 & 2007

Awarded two consecutive summers with the UC Irvine Summer Undergraduate Research Program (SURP) Fellowship - a UC-Irvine-sponsored scholarship for summer research which culminates in a late-summer symposium and research presentation.

Patents and Publications

1. Anson, J. D.; Kimmel, K. L.; Lugo III, T. M.; Smith, J. P. "Improvements to Inventory Management Systems and Related Methods." USPTO utility patent application filed August 20, **2020**.
2. Liu, Jing; Kimmel, Kyle; Dao, Kimkim; Liu, Yang; Qi, Ming. "Identification and Elimination of an Unexpected Catalyst Poison in Suzuki Coupling." *Org. Process Res. Dev.* **2018**, *22*, 111.
3. Kimmel, K. L.; Robak, M. T.; Thomas, S.; Lee, M.; Ellman, J. A. "Enantio- and Diastereoselective Addition of Thioacetic Acid to Nitroalkenes via N-Sulfinyl Urea Catalysis." *Tetrahedron* **2012**, *68*, 2704.
4. Kimmel, K. L.; Weaver, J. D.; Ellman, J. A. "Enantio- and Diastereoselective Addition of Cyclohexyl Meldrum's Acid to β - and α,β -Disubstituted Nitroalkenes via N-Sulfinyl Urea Catalysis." *Chem. Sci.* **2012**, *3*, 121.
5. Kimmel, K. L.; Robak, M. T.; Ellman, J. A. "Enantioselective Addition of Thioacetic Acid to Nitroalkenes via N-Sulfinyl Urea Organocatalysis." *J. Am. Chem. Soc.* **2009**, *131*, 8754.
6. Turlington, M.; Pu, L. Kimmel, K. L.; Ellman, J. A. "Preparation of (S)-3,3'-Bis-morpholinomethyl-5,5',6,6',7,7',8,8'-octahydro-1,1'-bi-2-naphthol." *Org. Synth.* **2010**, *87*, 59. [checked procedure]
7. Debardinis, A.; Turlington, M.; Pu, L.; Kimmel, K. L.; Ellman, J. A. "Catalytic Asymmetric Addition of an in-situ prepared Aryl-Zinc to Cyclohexanecarboxaldehyde: (+)- α -Cyclohexyl-3-methoxy-benzenemethanol." *Org. Synth.* **2010**, *87*, 68. [checked procedure]
8. Kim, A. I.; Kimmel, K. L.; Romero, A.; Smitrovich, J. H.; Woerpel, K. A. "Mechanistic Studies of the Allylic Rearrangements of α -Siloxy Allylic Silanes to Siloxy Vinylic Silanes." *J. Org. Chem.* **2007**, *72*, 6595.

Presentations, Conferences and Training Courses

1. Kimmel, K. L. "Deeper Visibility in Lab Inventory." *Founders Live San Diego Virtual Pitch Competition*. August 11, **2021**. San Diego, CA.
2. Kimmel, K. L. SST RealTime Platform Exhibition. *Biotech Vendor Services, Inc. Biotech Community Event*. June 29, **2021**. San Diego, CA.
3. Kimmel, K. L.; Anson, J. D.; Lugo, T. M.; Smith, J. P.; MacArevey-Colello, K. E. "Lab Inventory Automation." *TCI-SST RealTime Platform Demonstration Event*. November 19, **2020**. San Diego, CA.
4. Awarded Certificate of Completion by the San Diego & Imperial Valley Small Business Development Center for the 8-week interactive "Lean Essentials Sprint" course for entrepreneurs. November 9, **2020**. San Diego, CA.
5. Attended and actively participated in the CfPIE-sponsored training course "Good Manufacturing Practices (cGMP)." September 27-29, **2016**. Los Angeles, CA.
6. Attended and actively participated in the Scientific Update-sponsored training course "Chemical Development & Scale- Up in the Fine Chemical & Pharmaceuticals Industries." March 4-6, **2015**. San Francisco, CA.
7. Kimmel, K. L.; Weaver, J. D.; Robak, M. T.; Thomas, S.; Ellman, J. A. "Enantio- and Diastereoselective Addition of Cyclohexyl Meldrum's Acid to Nitroalkenes via *N*-Sulfinyl Urea Organocatalysis." *Abbott Scholars Symposium*, August 30, **2011**. Abbott Corporate Headquarters, Abbott Park, IL.
8. Kimmel, K. L.; Robak, T. M.; Thomas, S.; Ellman, J. A. "Enantioselective Addition of Thioacetic Acid to Nitroalkenes via *N*-Sulfinyl Organocatalysis." *American Chemical Society, National Conference*, March, **2010**. San Francisco, CA.
9. Kimmel, K. L.; Romero, T.; Woerpel, K. A. "Mechanistic Studies of Allylsilane Rearrangement." *Honors Undergraduate Research Thesis Presentation*, June **2007**, UC Irvine.

References

Jeffrey Anson, J.D.
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Prof. Keith A. Woerpel
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212-998-8772

Bear Facts Unofficial Transcript

KIMMEL.KYLE LAWRENCE

As of: January 05, 2012 12:00 AM

COLLEGE: CHEMISTRY MAJOR: CHEMISTRY

- PREVIOUS DEGREES -

BS UC IRVINE JUN 2007

-DOCTORS DEGREE- ADVANCED TO CANDIDACY - NOV, 2009 ADVANCED TO CANDIDACY IN
CHEMISTRY

FALL TERM 2007

CHEM 200	CHEM FUNDAMENTALS	1.0	A	4.0				
CHEM RXNS I 1.0	260 REACTION MECHANISMS	2.0	A	8.0	CHEM 261A	ORGANIC		
		1.0	A	4.0				
CHEM 261B	ORGANIC RXNS H	1.0	A	4.0				
CHEM 261C	ORGANIC RXNS HI	1.0	A	4.0				
CHEM 298	SEMINARS	1.0	S	SU				
CHEM 298	SEMINARS	1.0	S	SU				
CHEM 299	RESEARCH	2.0	A	8.0				
CHEM 300	PROF PREP							

SPRING TERM 2008

		2.0	A	8.0				
CHEM 1.0 A 4.0	262 METALS IN ORG SYN	1.0 A 4.0	CHEM 263A	SYNTHETIC DESIGN I				
			CHEM 263B	SYNTHETIC DESIGN D	1.0 A 4.0			
CHEM 271A	CHEMICAL BIOLOGY I	1.0 B+	3.3	CHEM 298	SEMINARS	1.0	S	
CHEM 298	SEMINARS	1.0	S	SU				
CHEM 298	SEMINARS	1.0	S	SU				
CHEM 299	RESEARCH	5.0	A	20.0				

FALL TERM 2008

CHEM 252A	ORGANOMETALLICS I	1.0	A	4.0				
CHEM 1.0 S	252B ORGANOMETALLICS II	1.0	B	3.0	CHEM 298	SEMINARS		
CHEM 298	SEMINARS	1.0	s	SU				
CHEM 298	SEMINARS	1.0	s	SU				

CHEM 299 RESEARCH 5.0 A 20.0

CHEM 300 PROF PREP

SPRING TERM 2009

2.0 A 8.0

CHEM 298 SEMINARS 1.0 S SU

CHEM 298 SEMINARS 1.0 S SU

CHEM 298 SEMINARS 1.0 S SU

CHEM 299 RESEARCH 9.0 A 36.0

FALL TERM 2009

CHEM 298 SEMINARS 1.0 S SU

CHEM 298 SEMINARS 1.0 S SU

CHEM 298 SEMINARS 1.0 S SU

CHEM 299 RESEARCH 7.0 A 28.0

CHEM 300 PROF PREP 2.0 A 8.0

SPRING TERM 2010

CHEM 298 SEMINARS 1.0 S SU

CHEM 298 SEMINARS 1.0 S SU

CHEM 298 SEMINARS 1.0 S SU

CHEM 299 RESEARCH 9.0 A 36.0

FALL TERM 2010

CHEM 298 SEMINARS 3.0 S SU

CHEM 299 RESEARCH

SPRING TERM 2011

9.0 A 36.0

CHEM 298 SEMINARS 3.0 S SU

CHEM 299 RESEARCH 9.0 A 36.0

- MEMORANDA - 08-18-11 ADM TO STANFORD-UC EXCHANGE PROGRAM

TOTAL SATISF/UNSATISF ATTM 26.0 PASSED 26.0

SEMESTER CREDITS COMPLETED 108.0 **UCGPA 3.979**