Gavriel Sapir

+972584081974
gcantanhede@gmail.com
Rosh Tzurim, Israel

Summary

- Dual-qualified lawyer and medical doctor, with strengths in legal research and writing legal arguments concerning the legal implications of novel technologies. His best ability concerns learning and the opportunity to process data, integrate and draw meaningful insights from large amounts of data in different fields of knowledge and raise hypotheses that can be empirically tested to draw operational conclusions.
- Medical Qualification, with several advanced fellowship appointments in the UK, Germany and Switzerland
- Law Qualification that has granted him access to cross-jurisidctional disputes, involving Fraud, Corruption, Intellectual Property Rights, Life Sciences, Patents, and Trademarks.
- Pharma Industry work for over a decade, with access to Pharmaceutical forecasting, pipeline development, and risk-assessment of novel pharma and medical device technologies and regulation.
- He holds an MD, MSc from the University of Oxford in Global Health, with specialities in Health Economics, Epidemiology and Statistics, and lately an LLB (Law), with a focus in Public, and Contractual Law.
- Worked as Managing Consultant and Senior Consultant for large Big Pharma companies including Pfizer, AstraZeneca, GSK and Eli Lilly on their Clinical Development strategy, FDA and EMA submission for new drugs.
- Israeli, British and Brazilian citizenships.
- Languages: Portuguese, Spanish, English, German and Hebrew.
- Linkedin: https://www.linkedin.com/in/gabrielsapir/

Employment History

Law (Compulsory Legal Training in Litigation)

Trainee Solicitor, Tel-Aviv/ London
09/2020 - Present
Training Contract in Business Law (8 months), Applied Technology (8 months), Litigation and Cross-jurisdictional Dispute Resolution (8 months), with focus to Applied Technology, Novel Technologies, and the their legal implications for commercial and private users.

Highlights:

- **Vale SA & Ors v Steinmetz & Ors [2021] EWCA Civ 1087 (Court of Appeal) - (Representation of Main Defendant)** Preparation of bundle, translation of documents from Portuguese to English, development of legal arguments (e.g limitation argument, development of missing dataset arguments). Both arguments were essential for the appeal to be dismissed and claimant settling the £1 billion fraud case against the main defendant: Benjamin Steinmetz. Technology: Use of Artificial Intelligence for document discovery tasks, and active management of
- Deep Training in the use of Artificial intelligence in Legal Decision-Making, Blockchain Technology, Wallets, Cryptocurrencies, and cross-jurisdictional disputes, including Commercial disputes and several contractual disputes.

GlobalData PLC (Pharmaceutical Industry)

Senior Healthcare Consultant / Managing Consultant, London, England
06/2018 - 10/2020

- Consulting experience at GSK, Pfizer, AstraZeneca, Eli Lilly and Teva Pharmaceutical: market opportunity assessments, market landscaping, competitive intelligence, client/partner prioritization, KOL mapping and interviews, market access, forecasting and budget impact analyses for Top 10 Global Pharma companies, responsibilities included:
- Planning and execution of multiple consulting engagements across all clinical (Proof of Concept and Phases I to IV) and R&D stages of the product lifecycle;
- Proposal development including resource and cost budgeting;
- Project managing the collection and analysis of large sets of quantitative and qualitative market intelligence to, typically, build interactive models with multi-scenario functionalities e.g. patient and

sales forecasting, asset/partner prioritization and cost-saving models;
- Acting as a key point of contact for the client (typically strategy directors and brand managers), project managing support teams and liaising with external data vendors to ensure the rigour and quality of the data collected;
- The delivery of contextualised recommendations ('so-whats') to clients based on data collected and industry expertise

SKYLINK (Business Consultancy)

Senior Consultant, Life Sciences and Pharmaceuticals, London, England
01/2018 - 10/2020

- Performed due diligence on investment ventures before investment rounds and M&As for Pharmaceuticals and Medical Devices for Institutional Investors, including R&D processes and Clinical Development for Pharmaceutical Assets. Amassed portfolio of US$ 80 million in completed deals.

Guidepoint (Business Consultancy)

Senior Analyst and BD Associate (EMEA for Life Sciences), London, England
04/2017 - 04/2018

Guidepoint is a leading Expert Network serving the world's leading Institutional Investors, Private Equity Firms, Consultancies and Corporations Headquartered in New York.

- My responsibilities included delivering insight to investment professionals through on-demand interactions with a worldwide network of over +100.000 Life Sciences industry experts via customised consultations and in-person meetings and events, as well as proprietary data products. I was personally responsible for client relationship and organic growth of revenue targeted at top 10 Pharmaceutical Companies in the globe.

Newcastle University (Medical and Clinical Research)

Marie Curie Fellow in Immunology, Newcastle upon Tyne, England
01/2014 - 03/2017

- Established a series of knowledge transfer sessions on immunology specifically designed for industrial product development. By working closely alongside, and on-site with the client Cellix (Ireland), and QIAGEN (Manchester), and successfully identifying the market niche for in-vitro diagnostics in Transplantation, these sessions were used to tailor their products for the biotechnology market
- Developed Proof-of-Concept protocols and quality control strategies of medical technologies in immunology and transplantation areas for the UK's Blood and Transplantation services. Assessed knowledge gaps in the service provider and proactively brokered relationships with KOL, promoting development solutions and execution of commercial collaborations with EU, UK and Ireland Biotechnology companies.
- Created solutions for clients across the life sciences and in-vitro diagnostics industry through tailored interactions and outstanding stakeholder management including C-level executives, COO and senior physicians. This bespoke approach and attention to detail resulted in several partnerships across four countries and involved a range of clients across the industrial, academic and healthcare sectors.

QIAGEN Sciences Inc (Medical and Clinical Research)

Project manager, Manchester, England
10/2014 - 02/2015

- Advised on scientific and clinical activities in early phase product development companion diagnostic in a Phase III Prostate Cancer clinical trial. As the sole person with both scientific and medically qualifications, brokered knowledge between the product developers and the pharmaceutical client, resulting in the successful development of an in-vitro diagnostics platform for prostate cancer that was used in an FDA-approved trial
- Facilitated commercial interactions with pharmaceutical clients, the project manager and the technical team. By building effective communication channels between groups, the product was delivered before the deadline, and with a superior technological specification than what was initially commissioned, creating value for money for the client
- Led the knowledge management and mentoring of the technical team regarding healthcare and therapeutic area content to support technical activity. This included round table meetings,conferences with leading industry executives and top physicians to discuss latest topics and trends in the therapeutics areas of industry related to in-vitro diagnostics
- My team developed an in-vitro companion diagnostic to detect circulating tumour cells in prostate cancer patients - the prostate liquid biopsy. In supporting this FDA fast-tracked phase III trial,we developed a

companion diagnostic to be used in prostate cancer patients to detect circulating tumour cells, under ISO 13485. I worked predominantly with knowledge brokerage and relationship management both internally and externally.

Insel Gruppe (Medical and Clinical Research)

Clinical Research Fellow in Radio-Oncology, Bern, Canton of Bern
03/2013 - 03/2014

- Designed treatment plans for patients with Liver, Prostate and Brain Tumours. Solved research problems, logistically, analytically and methodologically; worked on Proof of Concept studies in Radiotherapy in technology to biological tissues against radiation in biological warfare settings; designed Phase II and III clinical trial protocols; assisted sites with safety reporting and data collection and patient recruitment

Universitätsmedizin Göttingen UMG (Medical and Clinical Research)

Clinical Research Fellow in Oncology, Göttingen, Lower Saxony
04/2012 - 02/2013

- Collaborated with a leading multi-national in designing protocols and bench-to-clinic Proof-of-Concept and first-in-human studies for hepatocyte transplantation and liver irradiation protocols. Balanced a fast-paced and cross-departmental time schedule to deliver excellent client service to deadline and with highly positive feedback, resulting in 2 peer-reviewed publications

University College London (Medical and Clinical Research)

Clinical Research Associate in Surgery, London, England
01/2011 - 11/2011

- Coordinated Phase II clinical trials across academia, Pharma industry and hospital services and provided clinical services. Designed treatment protocols and assist with patient recruitment and safety reporting. This project, which involved communicating closely with colleagues and senior level decision makers, resulted in a £1 million National Institute of Health Research (NIHR) grant to support a phase III clinical trial, in partnership with VIFOR Pharma in the field of Haematology, Oncology and Surgical Oncology

King's College London (Medical and Clinical Research)

Clinical Research Fellow in Oncology, Guy's Hospital, London, England
10/2009 - 11/2010

- Project managed the academic and industrial partnership relating to medical imaging on behalf of UCL, Kings College, Guy's Hospital and industrial partners for Phase I and Phase II studies in optical imaging devices to monitor Breast Cancer treatment response. Recruited patients, designed study protocols, according to Good Clinical Practice standards
- After considerable internal influencing and cross-organization stakeholder management, five clinical trials were conducted resulting in three peer-reviewed publications. Following its success, commercial assets were created to support patient treatment and surgical decision making Tested diffuse optical imaging in breast cancer patients on pre-surgical chemotherapy to assess tumour response to treatment.
- I worked across departments assessing imaging, clinical and pathological data so to verify cancer response to chemotherapy before surgical treatment by using diffuse optical imaging. Further assessed the capability of the MRI to detect microscopic tumour changes during neo-adjuvant chemotherapy treatment for breast cancer.

Languages

English, German, Spanish, Portuguese, Hebrew

Education

Law, Merit / Commendation

BPP, London, London
09/2022

- Company Law - 88
- Land Law - 71
- Trusts & Equity Law - 74
- Contract Law - 70

- Public I & EU Law - 67
- Public Law II - 76
- Criminal Law - 61
- Tort Law - 72

Master's in Sciences of Global Health, Merit (2:1)

University of Oxford, Oxford, England
Graduated 10/2009

- Modules: Global Health,Epidemiology and Statistics, Health Economics and Development Studies
- Johnson &Johnson / TIBOTEC scholarship

Doctor of Medicine (M.D.), Distinction, 84%

Universidade do Estado do Para / University of Miami, Belém, Pará
Graduated 09/2008

- Permanent medical license number: 10708
- Doctoral Thesis: Market Failures on Financing and Delivery of health services – a comparative study between National Health Service and the German *Krankenkassen*