

Professional Highlights

Dr. Coulis has more than forty years of professional experience in biomedical and biotechnology research and development; technology transfer and assessment; corporate and federal government program management; establishment and management of corporate business units; business development; marketing and sales; initiation and maintenance of collaborative relationships with senior management of biomedical corporations; evaluation of business proposals submitted to domestic and international corporations; writing scientific, feature and news articles, NIH program announcements, legislative proposals, other official documents, and corporate proposals in response to Federal government contract solicitations; and peer review of federal research grant applications; and.

Experience

Biomedical Research and Development

Conducted and directed laboratory-based research projects concerning:

- Clinical microbiology (infectious diseases caused by bacteria, viruses, and parasites).
- Cellular and humoral immunology.
- Clinical and research immunoassays (RIA, EIA, FIA) and cell-based tests.
- Hybridoma cell lines and monoclonal antibodies.
- Immunoparasitology.
- Vaccines and growth promotants (hormones and immune stimulants) for livestock and poultry.

Technology Transfer and Assessment

- Negotiated and administered partnerships between the Naval Medical Research Center (NMRC) and both other Federal Government agencies and non-government organizations. Developed and negotiated more than 75 Cooperative Research and Development Agreements (CRADAs) involving NMRC and subordinate commands worldwide in FY2014.
- Interviewed Navy biomedical scientists concerning progress of research projects and potential marketability of inventions.
- Conducted marketability analyses of and market and efforts to out-license Navy biomedical inventions (e.g., vaccines, diagnostic tests, medical devices) to corporate entities.
- Preparing manuscripts on the diffusion of point-of-care diagnostic technologies to developing nations for publication in peer-reviewed journals.
- Managed technology assessment and transfer, marketing, and business development activities in Olympus Corporation, Harlan Sprague-Dawley, Inc., and Southern Biotech, Inc.
- Reviewed, evaluated and recommended acceptance or non-acceptance of more than 150 business proposals submitted to Olympus Corporation and to Harlan Sprague-Dawley, Inc.
- Explored and monitored scientific, technological, and business publications on an ongoing basis to identify markets technologies and products of interest.
- Established and maintained relationships with potential sources of specific technologies.
- Developed and managed NIH CRADAs and other agreements with non-Federal entities.

Corporate and Federal Government Management

- Established research immunochemical reagent business units and subsequently managed multi-million-dollar product lines within two multi-national corporations: Tokyo-based Olympus Corporation and Indianapolis, Indiana-based Harlan Sprague-Dawley, Inc. Managed and served as a member of product marketing and sales teams.
- Developed and managed contract research services business unit within Harlan Sprague-Dawley, Inc.
- Initiated and maintained collaboration involving the production of therapeutic monoclonal antibodies in barrier-derived mice between Harlan Sprague-Dawley, Inc. and Biotherapeutics, Inc.
- Served as NIDA liaison with corporate members of addiction medications development subcommittee of Pharmaceutical Research and Manufacturers Association.
- Served as member of NIDA team that developed, in collaboration with pharmaceutical companies, two novel FDA-approved medications for the treatment of opioid addiction.
- Identified, recruited, and maintained relationships with non-Federal physicians and scientists as peer reviewers of NIDA scientific research grant applications/proposals on the basis of specific expertise required.
- Designed, managed, and staffed corporate exhibits at more than 50 trade shows attended by the Olympus Corporation and Harlan Sprague-Dawley, Inc.
- Managed large, diverse portfolios of more than 115 NIDA research grants pertaining to health services research; telemedicine; linkage of primary medical care and drug abuse treatment; and AIDS and other medical consequences of drug abuse.
- Served as member of NIH expert panels and coordinating committees.

Writing and Editing

- Authored a 28-page brochure to recruit pharmaceutical company executives to collaborate with the NIH's National Institute on Drug Abuse (NIDA) in efforts to discover and develop medications for the treatment of drug addiction and dependence.
- Developed technology forecast and competitor intelligence documents, including a comprehensive "white paper" concerning the effects of technological advances on health care quality, cost and delivery for Olympus Corporation. Lake Success, New York.
- Authored two articles in *AIDS Patient Care*, including editorial and photographic reportage of the International Conference on AIDS. Stockholm, Sweden.
- Authored two scientific articles and a monthly column, "Perspectives in Diagnostic Pathology," in *American Clinical Laboratory*.
- Served as Washington, D.C. area correspondent (reporter and photojournalist) for weekly church publication with a world-wide circulation.
- Prepared synopses of medical journal articles and authored reports of two medical conferences for the International Medical News Group. Rockville, Maryland.
- Developed catalog and technical manual of biopharmaceutical testing services for BioReliance, Inc., a contract research support services organization. Rockville, Maryland.
- Wrote and edited articles on medical topics for JBS International, Inc., a Federal government contractor. Rockville, Maryland.
- Authored scientific publications in the *Journal of Immunology* and *The Lancet*.
- Served as member of editorial board of "*NIDA Notes*," a monthly newsletter.

- Published “*Trackdown*,” a newsletter for a national association of professional investigators.
- Prepared an expert case analysis for a law firm defending clients against civil and criminal actions.

Proposal Development, Review, and Evaluation

- Served as an independent consultant on teams developing proposals for three corporate clients responding to Federal government RFPs and other solicitations. Wrote introduction and provided primary input for technical and safety sections and other components of proposal that resulted in the awarding of a \$46 million contract to a Rockville, Maryland-based small business.
- Developed three legislative proposals for submission to Congress.
- Developed five Program Announcements for NIDA scientific program initiatives.
- Served as Scientific Review Administrator of the NIDA Medication Development Review Subcommittee. Organized and managed peer reviews of more than 250 applications and proposals for NIDA grant funding.
- Prepared Summary Statements of peer reviews of more than 200 applications for NIDA grant funding.
- Served as Scientific Program Officer. Monitored research and reviewed progress reports from more than 115 NIDA grantees.
- Reviewed applications from clinical investigators and prepared more than 400 NIDA Certificates of Confidentiality (including amendments and requests for extensions) to protect under Federal law the privacy of participants and clinical research scientists in drug abuse treatment medication development studies.

Employment History

XSTREAM Infection Control, Inc. , Fairfax, VA. <i>Scientific Director.</i>	2013 – Pres.
The Paladin Consultancy, LLC , Edinburg, VA. <i>Principal.</i>	2006 – Pres.
Naval Medical Research Center, Office of Partnerships and Business Development , Silver Spring, MD. <i>Technology Transfer and Business Development Officer.</i>	2013 – 2015
JBS International, Inc. , North Bethesda, MD. <i>Senior Medical Writer.</i>	2011 – 2012
BioReliance, Inc. , Rockville, MD. <i>Senior Scientific Writer.</i>	2007 – 2008
National Institutes of Health, National Institute on Drug Abuse (NIDA), Office of Extramural Affairs , Bethesda, MD. <i>Scientific Review Administrator.</i>	2004 – 2006
National Institutes of Health, NIDA, Center on AIDS and Other Medical Consequences of Drug Abuse , Bethesda, MD. <i>Health Scientist Administrator.</i>	1999 – 2004
National Institutes of Health, NIDA, Clinical Research Division , Rockville, MD. <i>Health Scientist Administrator.</i>	1995 – 1999
National Institutes of Health, NIDA, Medications Development Division , Rockville, MD. <i>Health Scientist Administrator.</i>	1991 – 1995
Olympus Corporation, Technology Assessment Division , Lake Success, NY. Promoted to position of <i>Manager of Technology Assessment.</i>	1989 – 1991
Olympus Corporation, Clinical Instruments Division. <i>Marketing Manager.</i>	1986 – 1989

Harlan Sprague-Dawley, Inc., Bioproducts for Science Division , Indianapolis, IN. <i>Manager, Technical Marketing, Business Development, & Contract Services.</i>	1984 – 1986
International Minerals & Chemicals Corporation, Animal Health Research and Biotechnology Division , Terre Haute, IN. <i>Senior Research Scientist.</i>	1982 – 1984
Indiana State University, Department of Life Sciences , Terre Haute, IN. <i>Adjunct Assistant Professor.</i>	1982 - 1984
Southern Biotech, Inc., Immunology and Diagnostics Group , Tampa, FL. <i>Research Group Leader.</i>	1981 – 1982
University of South Florida, School of Medicine, Department of Microbiology and Immunology , Tampa, FL. <i>Adjunct Assistant Professor.</i>	1981 – 1982
Bio-Rad Laboratories, Inc., Clinical Instruments Division , Richmond, CA. <i>Senior Immunoassay Research Chemist.</i>	1980 – 1981
National Naval Medical Center, Naval Medical Research Institute, Infectious Diseases Program , Bethesda, MD. <i>National Research Council Post-Doctoral Research Associate.</i>	1978 – 1980

Education

Indiana State University, Terre Haute, IN (1982)

Completed graduate courses in marketing, economics, and management.

Ph.D., The University of Chicago, Chicago, IL (1978)

Major: Microbiology/Immunology

M.S., The University of Chicago, Chicago, IL (1975)

Major: Microbiology/Immunology

B.S., Indiana University, Bloomington, IN (1970)

Major: Biological Sciences Minor: Journalism (feature writing and photojournalism)