

KARSTIN WEBBER, Ph.D.

LIFE SCIENCES BUSINESS DEVELOPMENT • COMMERCIAL STRATEGY • STRATEGIC PARTNERSHIPS

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PROFILE

Ph.D.-trained life sciences commercial professional with 8+ years spanning biotechnology, molecular diagnostics, pharmaceutical research, and academic healthcare. Combines research fluency with enterprise account development, scientific consultative selling, market expansion, commercial negotiation, and strategic relationship building. Delivered \$2M in FY2023 sales and a record of account growth and customer retention.

SELECTED IMPACT

\$2M FY2023 sales (BenchSci) • 40% biotech account sales growth (BenchSci) • 80% territory expansion in FY2025 (PEPperPRINT) • 90% client retention (PEPperPRINT) • 55% customer interaction growth (BenchSci)

PROFESSIONAL EXPERIENCE

PEPperPRINT GmbH | Business Development Manager | Sep 2024–Present

- Develop scientific and commercial relationships across biotech, pharmaceutical, and academic accounts for high-density peptide microarray technologies.
- Translate epitope mapping, antibody characterization, biomarker discovery and validation, and custom array design into research-specific solutions and opportunities.
- Expanded territory by 80% in FY2025, with 90% client retention; supported oncology, neurobiology, infectious disease, and transplantation research projects.
- Coordinate prospect engagement, CRM activity, project scoping, and customer feedback with scientific and commercial colleagues.

University of Houston | Contract Specialist | Jan 2026–Jul 2026

- Negotiated sponsored-research and investigator-initiated study agreements, balancing scientific objectives, financial terms, and institutional requirements.
- Assessed intellectual property, publication, and data-use provisions for contract risk; aligned budgets, deliverables, and scope with investigators, legal counsel, and external partners.

BenchSci | Enterprise Scientific Liaison | Aug 2022–Mar 2024

- Generated \$2M in FY2023 sales through prospect identification, scientific engagement, and conversion across six international enterprise accounts.
- Grew biotech account sales by 40% using tailored pricing and engagement strategies; retained 80% of existing customers.
- Mapped executive and scientific stakeholders and used engagement analytics to refine outreach, increasing customer interaction by 55%.
- Developed scientific-commercial materials for executive discussions, conferences, and advisory boards, contributing to 25% higher engagement with healthcare decision-makers.

Thermo Fisher Scientific | Field Application Scientist | Jan 2021–Feb 2022

- Supported launch and adoption of IVD PCR and digital PCR platforms through technical consultation and training, contributing to 27% sales growth.
- Supported clinical, research, and biotech customers across six-plus territories, achieving 98% KPI attainment and improving customer workflow efficiency by 10%.

EARLIER RESEARCH EXPERIENCE

University at Buffalo | Doctoral Researcher | 2015–2020

Studied transcriptional regulation and neural stem cell maintenance using genetic models, sequencing analysis, and quantitative microscopy.

Roswell Park Cancer Institute | Research Aide | 2012–2015

Supported preclinical research involving lineage tracing, genetic mouse models, and laboratory techniques.

EDUCATION

Ph.D., Biochemistry — University at Buffalo, 2020 | B.A., Biochemistry — Buffalo State University, 2013 | A.A.S., Business Administration — Genesee Community College, 2010

CAPABILITIES & TOOLS

Commercial: Strategic business development, enterprise accounts, partner qualification, opportunity assessment, commercial negotiation, research agreement risk assessment, pricing strategy, CRM and pipeline management, stakeholder engagement.

Scientific: Peptide microarrays, antibody profiling, epitope mapping, biomarkers, PCR/qPCR/digital PCR, molecular diagnostics, genomics, flow cytometry, immunofluorescence, RNA-seq, ChIP-seq, next-generation sequencing.

Platforms: Salesforce, HubSpot, Tableau, Planhat, Dovetail, Monday.com, Oracle, Microsoft Office, R, Python.

SELECTED PUBLICATIONS & RECOGNITION

“Nuclear Factor I A and Nuclear Factor I B Are Jointly Required for Mouse Postnatal Neural Stem Cell Self-Renewal,” Stem Cells and Development (2024).

“Chromatin Landscapes and Genetic Risk for Juvenile Idiopathic Arthritis,” Arthritis Research & Therapy (2021).

NYSTEM Fellowship • First Prize, Genetics, Genomics and Bioinformatics Symposium