



PETER HARBOE-SCHMIDT, MSc, MBA

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Peter Harboe-Schmidt is an entrepreneur and business/executive coach. He is focused on entrepreneurship and the development of entrepreneurship skills in people and has a particular interest in the creation of new ventures where no well-trodden paths exist and venture financing through private and public funding.

Peter has 18 years of managerial industry experience from large and small companies, most of which have been in the health care sector. Among other, he was part of the management team of a startup that successfully carried out the first biotech IPO on the Swiss stock exchange.

In parallel with his entrepreneurial activities, Peter has worked the past 9 years as business coach for the Swiss Commission for Technology & Innovation (CTI). Today he is a head coach within the organization, leading a team of 28 business coaches that currently support about 120 technology-based companies. Several other European countries have studied the unique CTI coaching approach/organization and have requested support for building similar structures in their country (France, Germany, Italy, Czech Republic).

Peter has extensive international and multi-cultural experience, having worked and lived in six different European countries. He speaks English, German, French and Danish fluently. He lives with his wife and two sons in Switzerland near Geneva, conveniently located in Central Europe.

He is the author of the novel *The Ultimate Cure* (published in 2008, published in French in 2012 by Pearlbooksedition) that illustrates the importance of mentoring and coaching when people embark on life-transforming ventures.

COACHING AND CONSULTING APPROACH

Peter's broad business understanding (technology, business, finance) and his coaching expertise provides a unique value and credibility to people in emerging companies and new ventures. Clients appreciate his ability to consciously switch from coaching to consulting mode depending on the need of a given situation.

He is used to work with projects that involve high degrees of uncertainty and has developed the skill to use his analytical sense, his intuition and creative abilities to identify new opportunities with his coaching and consulting clients.

When coaching, Peter lets the coachee become a more complete observer of a given situation in order to better recognize possibilities and to actively address these with appropriate action plans.

Through his work in an environment with constant urgency and tight financing conditions, Peter's consulting and project management approach is very milestone driven. He is a team player who connects and easily builds trust with people on all levels of an organization.

SAMPLE CLIENTS

- ◆ Amgen, DuPont (multinational organizations)
- ◆ The Swiss Innovation Promotion Agency CTI (government)
- ◆ Atlas Ventures (venture capital)
- ◆ Merck/Schering-Plough (pharma)
- ◆ Neurosearch, Esbatech, Delenex (biotech)
- ◆ Amazentis (functional/medical food)
- ◆ Various private foundations

TRAINING & EDUCATIONAL BACKGROUND

- ◆ Coach Training Program (ICF accredited), Newfield Network, US, 2010-2011
- ◆ MBA, IMD International, Switzerland, 1996
- ◆ MSc. Chemical Engineering, Technical University of Denmark, 1984-1989

PROFESSIONAL EXPERIENCE

2004- Present	Swiss Commission for Technology and Innovation (CTI) Swiss government qualified startup coach. <ul style="list-style-type: none">◆ Head Coach (2011-present) Leading a team of 28 business coaches currently coaching 120 technology-based start-up companies◆ Business Coach (2004-present) Coached 30+ start-up companies in the fields of biopharma, medtech, diagnostics and instrumentation
2001- Present	Harboe-Schmidt Sarl – Nyon, Switzerland Own consulting and executive coaching company with a focus on entrepreneurship and new venture creation

- 2011-** **SpiroChem AG and Glycemicon AG** – Zürich, Switzerland
 ♦ ***Co-founder and Board Member*** (medicinal chemistry and medical food)
- 2008-2009** **Lipideon Biotechnology AG** – Zürich, Switzerland
 ♦ ***Interim Managing Director*** appointed by the Board of Directors
- 2001-2004** **Xigen Pharma SA** – Lausanne, Switzerland
 ♦ ***Co-founder and acting CEO*** of a biopharmaceutical company in the field of novel therapeutics targeting stroke, myocardial infarction and cancer.
- 1998-2001** **Modex Therapeutiques SA** (acquired by Integra Life Sciences) - Switzerland
 First Swiss biotech start-up to go public on the Swiss Stock Exchange.
 ♦ ***Head of Business Development***
 Responsible for in- and out-licensing of technologies and products and the establishment of collaborative R&D agreements. Instrumental in the company's Initial Public Offering, raising \$45 million in the year 2000.
- 1996 - 1998** **Amgen Europe – Luzern, Switzerland**
 Large cap US headquartered biotechnology company.
 ♦ ***Head of Market Research & Business Planning Europe***
 Responsible for the coordination of pan-European market analysis for existing and new products in the fields of hematology, oncology, inflammation, infectious diseases, kidney failure, obesity and neurology.
- 1991-1995** **DuPont de Nemours International, Inc**
 Science-based products and services company.
 ♦ ***Engineering polymers sales & business development manager*** – Copenhagen, Denmark (1993-1995)
 ♦ ***Neoprene® production shift supervisor*** – Londonderry, Northern Ireland (1992-1993)
 ♦ ***R&D Engineer*** – Geneva, Switzerland (1991-1992)