

**EXPERIENCED INFORMATION TECHNOLOGY LEADER | DEMONSTRATED SUCCESS ACROSS PHARMA/LIFE SCIENCE, MEDICAL DEVICE MFG., AND HEALTHCARE INDUSTRIES**

*Business and Information Technology leader* with transformative skills in, IT strategic planning, organizational leadership, cost-optimization, business process improvement, analytics supporting commercial operations, and financial growth of multi-sized organizations. Experienced in business commercial launch, - IT governance and compliance (risk, privacy and security), IT cybersecurity, systems optimization, project and program management within business and IT. Work with AI initiatives within drug discovery. Deep experience working in the life science industry including, device equipment manufacturing, R&D, biotech and pharmaceuticals. Diverse experience with multiple enterprise solutions (SaaS, IaaS, PaaS) such as: CRMs, Veeva (RIM), Master Control, Salesforce (Salesforce platform, Marketing Cloud, Commerce Cloud), NetSuite, Dynamics 365 (Business Central), and more.

**PROFESSIONAL EXPERIENCE**

**MEI PHARMA | SAN DIEGO, CA**

2022

VICE PRESIDENT, INFORMATION TECHNOLOGY

Head of Information Technologies, responsible for IT strategic planning, Cyber Security, Enterprise Systems, and senior technical leadership to guide IT investments to enable the organization to meet business objectives.

- Design, develop, implement, and operate organizational enterprise information technologies, business and clinical applications, and related infrastructure. Ensure secure, stable, scale-able systems which meet the dynamic and evolving business needs of the organization.
- Lead organizational technology planning, drive the implementation of IT best practices including cost optimization, and throughout organization, while governing IT and business control and ensuring business objectives are achieved.
- Developed the organization's commercial operations IT readiness with existing and new technologies, processes, and policies. Ensured that MEI was fully prepared to execute a commercial business model.
- Provide senior technical leadership to MEI board of directors for cyber security, and IT compliance related organization risks.
- Managed organizational IT General Controls supporting SOX, GDPR, and GxP related Computer Systems Assurance process ownership.

**OMNIOME, INC./PACBIO | SAN DIEGO, CA**

2019 – 2022

SR. DIRECTOR, INFORMATION TECHNOLOGY

Head of Information Technologies, responsible for the creation and staffing of the IT department. Member of executive leadership team working with COO and CEO on business strategies and outcomes.

- Supported organization's development of innovative genetic sequencing platforms through the introduction of high-performance computing and storage for sequencing analysis.
- Implemented organization's information security program; running penetration tests, phishing campaigns, organizational awareness training.
- Implemented business operational alignment (with IT) planning.
- Architect and oversee implementation of key corporate systems (ERP, QA, CRM, and Enterprise Document Control).
- Development of DR and Business Continuity Plans.

**JASON SAUSSER**

Poway, CA 92064 ~ 858.204.8384 ~ [sausser@gmail.com](mailto:sausser@gmail.com) ~ <https://www.linkedin.com/in/jasonsausser>

**CLINICOMP, INTL.** | San Diego, CA

2018 - 2019

SR. DIRECTOR, APPLICATION SERVICES, CUSTOMER SUCCESS

Head of department responsible for the implementation, support and upgrades of electronic healthcare records (EHR) software and customer success for a global client base. Responsible for customer service operations, client support, application scripting and coordinating and support of Program Management Office to Development-Operations (DevOps) activities, and defining product deliver configuration management.

- Support Clients operations with product use and expansion.
- Working with Business Development and Marketing to establish commercial operations and brand awareness refinement.

**TERADATA, INC.** | San Diego, CA

2017–2018

CONSULTING PARTNER

Responsible for enabling commercial healthcare and life science clients maximize their data investments to achieve business-led outcomes through the selling of IT consulting services and targeting data and analytic capabilities using Integrated Data Warehouse, Data Warehouse Appliances, and Analytical and Business Intelligence applications. Increased sales and consulting pipeline by \$9M in six (6) months. Coached and mentored account managers, project managers and business consultants to more effectively manage client expectations meet sales goals and corporate deliverables.

- Managed the commercial operations lifecycle for scoping, planning, costing and pricing while creating new product/ solution demand while increasing business opportunities upwards of 50 percent in first year through relationship building with clients.
- Mentored staff project managers, account managers and consultants to develop sales strategies and pipeline development.
- Work with clients to identify business problems and develop Point of Views (POVs) which articulate problems to sell Teradata consulting and software solutions to clients.
- Using Salesforce, created internal and external (client) digital transformation opportunities and processes to support product marketing and client interaction.
- Led engagements as a thought partner and subject matter expert for the consulting delivery team.

**SEQUENOM, INC.** | San Diego, CA

2013 - 2016

VICE PRESIDENT, INFORMATION TECHNOLOGIES

Head of Sequenom IT, responsible for the development and implementation of Sequenom's multi-year corporate Enterprise Business Systems and IT architecture strategy; collaborate with R&D, Bioinformatics and commercial lab to architect Lab's High-Performance computing pipeline infrastructure. Responsible for supporting corporate data and analytics development. Oversaw IT cybersecurity and IT compliance programs. In collaboration with R&D and business operations, implemented DevOps program to ensure product development and business operational cycle alignment. Directed the development and implementation of continuous process improvement initiatives with lab operations and application design and development initiatives.

- Led technology and business expense optimization efforts by applying operational excellence in process definition, ownership and tool selection, contract renegotiations, transition to a virtualized architecture environment. Oversee multi-site data center operations and the transition of on-premise hosting to cloud-based services.
- Collaborated with Commercial Operations (sales and go-to market) to develop business and technology pipeline methodologies and brand enablement strategies.
- Responsible for corporate program management office. Ensured that all corporate IT and business projects on roadmap align to corporate business goals and milestones and deliverables are consistently met.
- Led IT business transformation (digitization and digital transformation) using Salesforce business enablement tools and analytic reporting tools.

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- Led development-operations (DevOps) methodology to align R&D product development to align with commercial lab operations. Presented before Board of Directors and Audit Committees.

**SHIRE REGENERATIVE MEDICINE | La Jolla, CA**  
DIRECTOR, INFORMATION SERVICES

2010 – 2013

Head of IT responsible for the overall technology leadership for Shire Regenerative Medicine business unit. Contributed to the company's revenue growth of \$300M by optimizing strategic technology investments to drive business value through the acquisition, implementation and alignment of key systems - enterprise resource planning (ERP), customer relationship management (CRM) with the company's business strategies. Partnered with sales team to develop product delivery strategies.

- Developed IT strategic planning and implementation roadmap. Identified required project initiatives, budgets, and resourcing requirements. Responsible for all IT vendor management and IT contract negotiations.
- Successfully project managed company's Business Intelligence/ Data Warehouse and financial package solution sourcing and implementation. Led the design, development and implementation of company's first contact center CRM for sales and reimbursement department (45 persons). Led a multi-disciplinary team to develop portal strategies for point of sales to drive competitive advantage opportunities.
- Responsible for corporate IT cyber security and FDA required technology compliance requirements in validated environments.
- Engaged business unit stakeholders in critical business initiatives in Technical Operations and Commercial Operations to develop structured process mapping and development of our technology portfolio for supply chain, manufacturing, customer service, financials and distribution.

**SCRIPPS RESEARCH INSTITUTE | La Jolla, CA**  
SR. DIRECTOR, TECHNOLOGY SERVICES

2008 – 2009

Head of Technology and Research Computing and responsible for the overall management of information systems professionals in applications development, systems architecture, project management office, process optimization and data center (2x) operations, with an annual IT budget of \$15M.

- Led the IT services and research computing organization for multiple campuses in California and Florida.
- For the new Florida campus, oversaw the implementation of a new, state of the art technology and high-performance computing (HPC) clusters supporting Petabytes of research and clinical computational data for students and principal investigators (PI).
- Developed organization's project management office to oversee on-going implementation of critical IT solutions at the Institute's California and Florida campuses.
- Developed organizational IT policy and provided cost effective technology solutions to the research and administrative user community.
- Developed and implemented strategic direction for the organization's use of information systems and communication technologies.

**PRIOR EXPERIENCE:**

**GARTNER RESEARCH AND CONSULTING AND RADY CHILDREN'S HOSPITAL** leading business and technology transformation, stabilizing technology infrastructure and contributing to revenue growth.

**EDUCATION AND CERTIFICATIONS**

**SAN DIEGO STATE UNIVERSITY, CALIFORNIA**  
**Master of Business Administration (Information and Decision Systems)**

**UNIVERSITY OF REDLANDS, CALIFORNIA**  
**Bachelor of Science, Business and Management**

**The Wharton School: Certification in Business Analytics**