

Professional Summary

- A seasoned Business and Innovation Development professional with over 7 years of experience and a strong scientific background in Plant Sciences (Ph.D.; Weizmann Institute of Sciences).
- Specialized in growth strategies for early-stage technology. Lead all aspects of Scouting, Ideation, business development & intelligence in organizations.
- Renowned evaluator of Agri Tech technologies for EU "PRIMA" and "ICT AGRI FOODS" calls, representing Israel as ISERD (Israel-Europe Research & Innovation Directorate) representative.
- Academic Director of Health-Tech 3D printing course

Professional Experience

2019 – Present: **Director of Business Development & Academy-Industry, HIT-Holon Institute of Technology**

- Lead long-term BD and industry-university joint ventures and mentored early-stage startups with a focus on Early stage Technologies. During the last year, we won 4 grants from the Israel Innovation Authority (more than 5 Million NIS.) and one grant of Ministry of Science and Technology of Israel.
- Mentor and member of Investment committee of HIT-Holon technology- Ariel University and Kaplan's hospital special Consortium for applied science Innovations.
- A competent evaluator of Agri Tech technologies for the EU: PRIMA and ICT AGRI FOODS, as a representative of ISERD.
- Academic Director of Health-Tech 3D printing course

2018 – 2019: **Head of Business Intelligence, "Yissum"- the TTO of the Hebrew University of Jerusalem**

- Generate, track and due diligence deal flow of innovative technologies in strategic target areas
- Established Business Development Pipeline Data Infrastructure from scratch.
- Led business development for new IP generated by HUJI's researchers.

2014 – 2018: **Director of the Natural Sciences Division, Israel National Academy of Sciences & Humanities**

- Launch Scientific collaborations with National academies
- Led writing of scientific reports submitted to the "Knesset" Parliament, for example: "The Impact of Israel Patent Office Activity on Local Industry and on the Promotion of R&D in Israel."

2012 – 2014: **Senior Product Manager and Application Specialist, Mercury ("Merck-Millipore" Israel)**

- Defined customer needs and advised solutions for Biopharmaceuticals; bioprocess production R&D and scale-up.
- Served as a bridge between the market and the main company headquarters.
- Evaluate strategic fit, negotiate collaboration models and articulate partnering opportunities

Education

- 2008 – 2012: **Ph.D. in Plant Sciences**, Weizmann Institute of Science.
- 2003– 2005: **M.Sc. in Basic Medical Science (Genetics)**, School of Medicine, HUJI.
- 1999-2002: **B.Sc. in Biotechnology**, Tel-Hai College.

Publications

1. Cavalcanti JHF, Kirma M, Barros JAS, Quinhones CGS1, Pereira-Lima ÍA, Obata T, Nunes-Nesi A, Galili G, Fernie AR, Avin-Wittenberg T4, Araújo WL1. (2018). The LL-diaminopimelate aminotransferase (LL-DAPAT) mutation leads to metabolic shifts and growth inhibition in Arabidopsis. J Exp Bot. Sep 12.
2. Batushansky A, Kirma M, Grillich N, Pham PA, Rentsch D, Galili G, Fernie AR, Fait A. (2015). The transporter GAT1 plays an important role in GABA-mediated carbon-nitrogen interactions in Arabidopsis. Plant Sci. Sep 29;6:785.
3. Hacham Y, Koussevitzky S, Kirma M, Amir R (2014) Glutathione application affects the transcript profile of genes in Arabidopsis seedling. J. of Plant Physiology 171: 1444–1451.
4. Batushansky A, Kirma M, Grillich N, Toubiana D, Pham PA, Balbo I, Fromm H, Galili G, Fernie AR, Fait A (2014) Combined Transcriptomics and Metabolomics of Arabidopsis thaliana Seedlings Exposed to Exogenous GABA Suggest Its Role in Plants Is Predominantly Metabolic. Mol Plant. 7(6): 1065-1068
5. Sobolev V, Edelman M, Dym O, Unger T, Albeck S, Kirma M, Galili G (2013) Structure of ALD1, a plant-specific homologue of the universal diaminopimelate aminotransferase enzyme of lysine biosynthesis. Acta Crystallogr Sect F Struct Biol Cryst Commun 69(Pt 2): 84-89.
6. Kirma M, Araújo WL, Fernie AR, Galili G (2012) The multifaceted role of aspartate-family amino acids in plant metabolism. J Exp Bot 63: 4995–5001.

Languages

English, Hebrew – fluent

Military Service

1996– 1999: commander, Combat Engineering Corps, IDF

Other

→ Innovation and Entrepreneurship mentor at "AMIT"