

## CLIFF CRAMER

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### SUMMARY

Forty years' experience as a business executive in the healthcare and financial services sectors, and professor and program director for top-tier global business school. Industry experience includes senior business development role with a global pharmaceutical company, managing director investment banking at two major financial services firms, and co-founder of healthcare enterprise which provided advisory services and financing for multi-hospital systems and plans.

### EXPERIENCE

#### **COLUMBIA BUSINESS SCHOOL (COLUMBIA UNIVERSITY) 2006–present**

##### **Adjunct Professor and Program Director**

- Creator/ director of the Healthcare and Pharmaceutical Management Program responsible for healthcare curriculum development, faculty recruitment, organizing and funding learning and networking events, corporate relations, recruiting, and career mentoring.
- Taught MBA courses in three divisions, including: *Healthcare Investment and Entrepreneurship*, and *Strategy and Competition in Pharmaceuticals and Biotechnology*.
- Recipient of Dean's Award for Teaching Excellence.

#### **MERRILL LYNCH, PIERCE, FENNER & SMITH INC. 1999-2001**

##### **Managing Director**

- Senior client banker in the Global Healthcare Investment Banking Group responsible for providing strategic advisory and corporate finance services to global pharmaceutical and health care companies.

#### **J.P. MORGAN & CO., INCORPORATED 1996-1999**

##### **Managing Director**

- Senior investment banker in the Corporate Finance Group responsible for advising multi-national companies on capital formation and strategic transactions; head of mergers and acquisitions for the pharmaceutical sector.

#### **MERCK & CO. INC. 1987-1996**

##### **Vice President, Corporate Planning & Development**

- Worldwide responsibilities for the company's strategic planning and business development activities, including acquisitions, divestitures, and joint ventures, reporting to Chairman/CEO.

#### **VHA ENTERPRISES, INC. (AMERICAN HEALTH CAPITAL) 1982-1987**

##### **Senior Vice President**

- Responsible for business operations for VHA Enterprises, Inc., a diversified health care company serving the needs of multi-hospital systems and HMOs. Co-founder and chief operating officer of predecessor company American Health Capital (AHC), a health care financial services company.

**PAINE WEBBER, INC.** **1978-1982**

**Blyth Eastman Paine Webber Health Care Funding, Inc.**

**Senior Vice President**

- Responsible for raising capital through private and public debt markets, to finance not-for-profit health care, housing, and municipal infrastructure projects

**L.F. ROTHSCHILD, UNTERBERG, TOWBIN, INC.** **1975-1978**

**Public Finance Division, Vice President**

- Investment banking services to academic institutions and health care enterprises

### **EDUCATION**

- MBA- State University of New York, Albany, 1975. Finance.
- BS - State University of New York, Binghamton, 1973. Business/accounting.

### **OTHER ACTIVITIES / PERSONAL**

- Board Member (past president) Big Brothers Big Sisters of Mercer County, NJ (2003-current); “Big Brother” for 10 years.
- Lecturer at Executive Education program at Rutgers Business School (2005-current).
- Other volunteer activities in healthcare, education and youth services (2001-06).
- Married 40 years; two children and two grandchildren.