

JEFFREY J. HESSEKIEL

3365 Clay Street
San Francisco, CA 94118

(650) 245-6276 (cell)
jhessekiel@gmail.com

PROFESSIONAL EXPERIENCE

EXELIXIS, INC., ALAMEDA, CA **2014 – PRESENT**
EXECUTIVE VICE PRESIDENT, GENERAL COUNSEL (FEBRUARY 2014 – PRESENT)
BOARD SECRETARY (FEBRUARY 2014 – SEPTEMBER 2017)

Member of the senior executive team leading a team of 20+ legal and compliance professionals at this mid-cap public biotech company. Largely responsible for the inception and management of systems and strategies that address risk management, corporate and commercial legal concerns and intellectual property.

ARNOLD & PORTER LLP, SAN FRANCISCO & SILICON VALLEY, CA **2012 – 2014**
SENIOR COUNSEL

Joined A&P to help build its West Coast life science practice by assisting emerging growth and public companies with transactional, governance and regulatory matters, such as compliance programs, clinical trial and manufacturing arrangements, audits and investigations.

GILEAD SCIENCES, INC., FOSTER CITY, CA **2010 – 2012**
CHIEF COMPLIANCE & QUALITY OFFICER (April 2010 – May 2012)

Responsible for the creation and management of a department consolidating Global Compliance (lawyers and paralegals), Corporate Quality (GxP professionals) and Internal Audit (finance and systems auditors). Also tasked to various special projects with management consultants, such as global restructuring of the company's Medical Affairs department.

- *Board-Level Risk Management* – implemented a practical program for evaluating operational, IP and regulatory risks of significance.
- *Operational Compliance Programs* – designed and maintained global compliance programs consisting of sensible policies, effective training and metrics-based monitoring and auditing mechanisms.
- *Quality Management* – designed and led Gilead's Quality Council, harmonizing manufacturing and clinical trial polices and practices across the enterprise.

GILEAD SCIENCES, INC., FOSTER CITY, CA (cont'd) **2007 – 2010**
VICE PRESIDENT, COMMERCIAL LEGAL AFFAIRS & LITIGATION

- *Litigation Management* – supervised a broad variety of US and international litigation; secured positive results in two US DOJ investigations, complex securities class action and derivative lawsuits, international distributor disputes, an off-label/product liability trial, ANDA/IP litigation and employment lawsuits.
- *Product Pricing and Price Reporting* – advised on legal implications of international pricing decisions; counseled on U.S. commercial contracting, pricing and government price reporting.

- *Legal Department Management* – built-out U.S. and international (EU and Asia) legal support functions in the areas of litigation, investigations, commercial law, records management and healthcare compliance.

DIRECTOR/SENIOR DIRECTOR, LEGAL AFFAIRS**2002 – 2007**

- *General Corporate Legal Support* – responsible for securities matters and SEC reporting, corporate financing activities and litigation. Notable success in the management of disputes with F. Hoffmann-La Roche arising from a license agreement covering Gilead's influenza drug, Tamiflu®; the resulting settlement significantly improved financial and governance terms for Gilead.
- *Transactional Support* – managed pharmaceutical licensing transactions and M&A activities.

**WILSON SONSINI GOODRICH & ROSATI, PALO ALTO, CA
CORPORATE ASSOCIATE (2000 – 2002)****1998 – 2002**

- General corporate and securities practice specializing in support for technology start-ups. Also tasked to larger client M&A, licensing, and corporate joint venture projects.

LITIGATION ASSOCIATE (1998 – 2002)

- General commercial litigation practice for technology companies, with emphasis on international dispute resolution.

**HELLER EHRMAN WHITE & MCAULIFFE, SAN FRANCISCO, CA
LITIGATION ASSOCIATE****1996 – 1998**

- General litigation practice covering a broad variety of insurance, commercial and public interest disputes. Developed particular expertise in dispute resolution for multinational clientele.

**ORG. FOR SECURITY & COOP. IN EUROPE (OSCE), FORMER YUGOSLAVIA
ELECTION SUPERVISOR****FALL 1997**

- Member of US Department of State delegation to the OSCE to supervise municipal elections in Bosnia-Herzegovina pursuant to the Dayton Peace Accords.

**INTERNATIONAL RESCUE COMMITTEE (IRC)
GOVERNMENT AFFAIRS ADVOCATE, WASHINGTON, DC (1993 – 1995)**

1992 – 1995

- Worked with IRC legislative affairs office to lobby legislative and executive branches for favorable treatment of refugee and humanitarian aid issues, including during Congressional deliberations of U.S. Refugee Act.

PROJECT OFFICER, FORMER YUGOSLAVIA (BOSNIA-HERCEGOVINA & CROATIA) (1992 – 1993)

- During early stages of the war in central Bosnia, devised and implemented social welfare and income generation programs to assist refugees in and around Bosnian and Croatian refugee camps.
- Investigated and prepared assessments of local refugee crises in Central and Northeast Bosnia.
- Organized logistics and operations for school system for 9000 Bosnian refugee children.
- Established satellite offices in three Croatian cities through which IRC administered assistance programs and distributed aid.

**US INDOCHINESE REFUGEE RESETTLEMENT PROGRAM, THAILAND
US EMBASSY REPRESENTATIVE & CASE MANAGER (CENTRAL AND NORTHEAST THAILAND)**

1991 – 1992

- Represented US Embassy/Bangkok's interests on site during 6-month phased closure of Laotian Hmong refugee camp.
- Negotiated with the Thai government, UNHCR and refugee leaders to close the camp.
- Managed teams of caseworkers and interpreters preparing refugee applications for resettlement in the United States.

EDUCATION

- Diploma, Int'l Commercial Arbitration, Chartered Inst. of Arbitrators, Oxford, England **1998**
- Diploma Course in International Commercial Arbitration, Keble College, Oxford University.
- JD, *cum laude*, George Washington University School of Law, Washington, DC **1996**
- Recipient of Shapiro tuition scholarship.
 - Top Oralist, Jessup Moot Court Competition in International Law.
- BA, *cum laude*, Duke University, Durham, NC **1991**
- Honors thesis in Comparative Area Studies (East Asia) and Political Science.

PRESENTATIONS & PUBLICATIONS

- Author, "Global Corruption Enforcement – Protecting Corporate Interests," *Corporate Counselor*, February 2014
- Author, "Community Compliance: a New Model for Business / Compliance Collaboration," *Pharmaceutical Compliance Monitor*, August 2013
- Author, "Embedded Compliance - Building Smart Compliance Programs," *Corporate Counselor*, August 1, 2013
- Faculty, European Certificate in Healthcare Compliance, Ethics & Regulation, *Seton Hall Law and Sciences Po*, Paris, France, June 24-28, 2013
- Panelist, "Putting Your Best Foot Forward for an M&A Exit, Financing, or Significant Partnership," *BayBio*, South San Francisco, CA, May 2013

- Panelist, "Compliance Approaches: Best Practices, Practical Examples," *Third Asia Pacific Pharmaceutical Compliance Congress and Best Practices Forum*, Kuala Lumpur, Malaysia, September 2013
- Speaker, "Government Investigations of Life Sciences Companies," *Association of Corporate Counsel*, Palo Alto, CA, December 9, 2009.
- Panelist, "Innovations in the Management of Corporate Litigation," *Axiom Legal Roundtable*, Palo Alto, CA, November 4, 2009.
- Speaker, "Changes and Challenges in Regulatory Communications," *Public Relations & Communications Summit*, New York, NY, July 28, 2009.
- Panelist, "Legal Issues in the Launch of Innovative Pharmaceutical Products," *BIO International 2009*, Atlanta, GA, March 19, 2009.
- Speaker, "Building a Powerhouse Compliance Program: Practical Solutions for Preventing Off-Label Violations from Occurring," *American Conference Institute's 5th Annual Pharmaceutical and Medical Device Counsel's Meeting*, Philadelphia, PA, July 16-17, 2008.
- Panelist, "Legal Issues in the Commercialization of New Pharmaceutical Products," *BIO's General Counsel Committee Meeting*, San Francisco, CA, March 14, 2008.
- Speaker, "Practical FCPA Compliance and the Realities of Enforcement," *Association of Healthcare Independent Auditors (AHIA) Annual Meeting*, Philadelphia, PA, October 10, 2007.
- Panelist, "Global Compliance Systems – Issues and Challenges," *American Health Lawyers Association (AHLA) Life Sciences Institute*, San Francisco, CA, April 26, 2007.
- Panelist, "Foreign Corrupt Practices Act – Recent Developments Relevant to the Pharmaceutical Industry," *Silicon Valley Lawyers Association*, Menlo Park, CA, February 5, 2007.
- Panelist, "Arbitration in Biotech, Healthcare and Pharmaceutical Industries," *ICC International Dispute Resolution Solutions Conference*, San Diego, CA, September 13, 2005.
- Co-author, "Worldly Preparation – Alternative Dispute Resolution in a Global Setting," *Daily Journal* (Los Angeles/San Francisco/Chicago), September 22, 1998.
- Co-author, "Hospitable Climate – Providing a Friendly Forum for Foreign Parties," *Daily Journal* (Los Angeles/San Francisco), March 25, 1997, reprinted in *San Francisco Attorney*, January 1998.
- Co-author, "Leaps and Bounds – The Extraterritorial Effect of U.S. Laws," *Daily Journal* (Los Angeles/San Francisco), May 27, 1997, reprinted in *Singapore Arbitrator*, July 1997.

ADDITIONAL

- Council Member, UCSF Leadership Council for Global Health, San Francisco, CA
- Vice-President & Director, Mt. Zion Health Fund, San Francisco, CA.
- Member, California State Bar and Federal courts of the N.D. of California and 9th Cir. Ct. of Appeals.
- Avid runner and skier