

## Tom Krohn

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Servant leader with 35 years of diverse experience including 10 years as medical missionary Madagascar, leading the growth of the largest healthcare service organization in the country. 20+ years leading US and international businesses, from fortune 500 enterprise to startup innovation. A people-first, strategic leader recognized for organizational development and delivery success of organizational mission and purpose. Living out my calling to use my talents to serve the marginalized of society.



### EMPLOYMENT HISTORY

#### VP, Global Pharma Commercial Lead

[Viz.ai](#), San Francisco, CA

June 2022– Present, Noblesville, IN

Viz.ai is an artificial intelligence (AI) company operating in over 1500 hospitals in the US and Europe. We develop FDA cleared algorithms and Care Pathways that combine AI from images and EMR information for early disease detection and clinical workflow to advance patient care. I lead the pharmaceutical commercial team from early client discovery to strategic partnership closures and program support. Working closely with our product/engineering, clinical, regulatory and operations team, we develop innovative solutions for clinical trials and commercial market growth.

#### Chief Development Officer

[Antidote Technologies](#), LTD (London, UK)

January 2015 – March 2022, Noblesville, IN

Executive management roles including commercial, operational execution, product development and strategic growth. Met and exceeded growth targets leading to continued investment and company growth. Developed staff and operations to meet high growth (~250% revenue growth in 2021) while leading our consultative sales approach to our enterprise pharma, biotech and CRO clients. Focused on client value realization leading to deep relationships and expanding account opportunities.

#### Sr. Director - Clinical Development

[Eli Lilly and Company](#), Indianapolis, IN

June 2002– January 2015 (12 years 7 months), Carmel, IN

Clinical development innovation and portfolio lead across all therapeutic areas with a focus on development pipeline acceleration. Champion and co-lead of patient-centric pillar for Lilly's enterprise-level Next Generation Development program [contributing to one year](#) of acceleration of Lilly portfolio – measured by the C-suite and company Board of Directors. Successfully piloted and spun out a clinical trial matching to EMR solution to Antidote, the intellectual property to automate patient matching to clinical trials based on C-CDA (Blue Button XML files) medical

records. Member of Harvard led [SMART Platform Advisory Committee](#) for EHR interoperability based on RESTful APIs and standard endpoints including SMART on FHIR. Lead of \$50M co-development transformative initiative for advanced clinical trial design capabilities and data-driven predictive analytics of trial operational outcomes. Successfully raised support, built the team and implemented an enterprise-wide program for trial design optimization for improved portfolio investments and fewer protocol amendments, along with integration of the supply chain for CT materials and manufacturing. 5 years in IT leadership for IT strategy and architecture, including lead for international coordination including Asia Pacific, Australia, Eastern Europe, Canada and Latin/South America.

## Missionary in Madagascar - Multiple servant leadership roles

[SALFA Madagascar](#) (Health Department of Malagasy Lutheran Church)

June 1989 – June 1999 (10 years) Antananarivo, Madagascar

Initially a pharmacist volunteer to start local pharmaceutical production, I stayed 10 years committed to partnering with my Malagasy colleagues to grow the foundation of a healthcare system undergoing dramatic growth. Over my tenure I held a variety of roles including lead of pharmaceutical production, head of information systems, CFO, then General Manager.

I worked in French and Malagasy, enabling deep trust and relationships with colleagues, at national level and in rural clinics and hospitals. I led the administrative team during the dramatic expansion and growth years of SALFA, from a small set of hospitals to the largest healthcare provider in Madagascar. SALFA's holistic approach of healthcare plus evangelism led to a nation-wide impact on the communities and provinces. We operated in a cost-recovery model, accepting capital investments from major donors (US AID, Fonds Européen de Développement (FED), Coopération Suisse, etc) for growth while maintaining check-and-balances to ensure long-term sustainability. I was fortunate to consult and learn from other organizations across sub-saharan Africa, particularly east and southern Africa.

Highlights of servant leadership included developing and empowering Malagasy colleagues, through local pharmaceutical production, designing and installing the first email system in Madagascar other than the US Embassy, computerization of all core central services (Finance, HR, Supply Chain, Communication, Statistics and Governmental Reporting). Ultimately, I “worked myself out of a job” through a transition plan, while creating a sustainable healthcare system still active today. SALFA was staffed by Malagasy except for 2-3 expatriates, working under the authority of the Malagasy Lutheran Church. The 10 years of service are still the highlight of my professional career, founded on the spiritual calling and bringing my few talents to service and experiencing the goodness of God even in the toughest of circumstances.

## Independent Relief Pharmacist

July 1988 – June 1989 (11 months), North Dakota

Served in 30 different pharmacies and hospitals across North Dakota, often as the pharmacist-in-charge with full responsibility of pharmacy work during the relief time.

## EDUCATION & QUALIFICATIONS

### The University of Texas at Austin - McCombs School of Business

MBA, Business - Information Management

2002

*Activities and Societies:* Consulting Organization, Information Management Summer Internship with Pfizer in Business Technology with a project in R&D knowledge management.

### North Dakota State University

BS Pharmacy, Pharmacy

1988

*Activities and Societies:* Rho Chi Honor Society, NDSU Concert Choir, NDSU Madrigals, Soloist at First Lutheran Church

## LICENSES, LANGUAGES & AWARDS

*Pharmacy License:* North Dakota, License #4293

*Languages:* English (native), French (professional proficiency), Malagasy (conversational)

*Awards:* Chevalier de l'Ordre National from the Democratic Republic of Madagascar in June 1999

## SKILLS

**Leadership & People:** Strategy Development, Strategic Planning and Execution, Goal Setting, Governance, Hiring, Mentoring, Development Plans, Performance Management

**Technical:** Innovation Leadership, Disruptive Innovation, Open Innovation, Agile development, IT Strategy and Architecture, Proof-of-Concept, Organizational Change Management (OCM), Six Sigma, Business Process Management, Service Level Agreements (SLAs), Open Source Software, Digital Marketing

**Admin & Finance:** Alliance/Partnership Management, Financial Planning, Contracting, OKRs, Due Diligence, RFI/RFP, Operations Optimization

**International Development:** Sustainable development, cross-cultural team leadership, national partnerships, community-driven programs, grant management, international supply chain

**Medical:** Pharmacy, drug development, applied AI, clinical trials design and execution, formulary management, pharmacy information systems, HL7/FHIR

## FAITH AND SERVANT LEADERSHIP

20 years active member at Northview Christian Church of Carmel, IN. Past vocalist in worship team for 10 years, Small group leader, Missions and Outreach Lead Team, and weekend services.

Current Board of Directors member

- On Eagles Wings (women of abuse counseling and discipleship ministry)
- Addario Lung Cancer Medical Institute (ALCMI)
- Clinics IV Life Advisory Board (maternal health)