

# DEVELOPING TRANSFORMATIVE ANTIBODIES THAT IMPROVE THE LIVES OF CANCER PATIENTS

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– Dr. Kate Sasser  
Vice President, Translational Research,  
Genmab



In the clinical and conservative world of big pharma, medical conditions, drug names, and their various potential side effects can easily overwhelm patients and lay people. This is why the vision for Genmab, as stated in its annual report, is so direct and disarming.

The vision at Genmab, simply stated, is this: “By 2025, our own products have transformed cancer treatments, and we have a pipeline of knock-your-socks-off antibodies.”

It is probably not a phrase or sentiment you would expect to hear in most biopharmaceutical research labs, but with Dr. Kate Sasser, Corporate Vice President, Head of Translational Research at Genmab, it clearly fits. Her enthusiasm for her work is both

Dr. Kate Sasser, Corporate Vice President, Head of Translational Research, and her team at Genmab A/S understand how antibodies work and use this rare expertise to develop antibody therapeutics that treat solid tumors and hematological cancers. The company has 18 products in clinical development and approximately 20 pre-clinical programs, and Sasser’s team is growing, so she counts on The Chase Group to recruit the highly-specialized professionals she needs to keep pipeline development healthy and moving forward.

genuine and conversational – she walks and talks the “knock-your-socks-off” credo.

She loves the science, but like all good leaders, she knows it is the passion and drive of the people behind the science that make it work.

“It’s easy to find the professional degrees, credentials, and experience, but it’s really difficult to find caring, and compassionate people who really want to do difficult things like develop transformative antibodies that cure cancer,” Dr. Sasser said. “The Chase Group knows that about us, which is why they bring quality candidates to the table for every new assignment. They have a great sense for what’s important and that’s why we work with them over and over.”

## A Global Approach To Global Recruiting Challenges

Dr. Sasser joined Genmab from Johnson & Johnson, with a mandate to build out a new translational research department at Genmab. Translational research is the key bridge between pre-clinical, animal-based research, and clinical, or human-based research.

Recently, Dr. Sasser worked with The Chase Group on three key searches for her team: Head of Data Science; Head of Pathology; and a Senior Director of Translational Research.

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With its world headquarters in Copenhagen and U.S. operations in Princeton, New Jersey, Dr. Sasser notes the importance of finding globally-minded executives who fit the global culture of Genmab.

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Dr. Sasser also expects top candidates to be able to build out their own teams as needed. The best candidates have professional networks they can access. For example, the data science department has grown to ten people and she expects more growth in translational research and pathology, as well.

## The Pains and Gains in Brief

- Genmab designs and develops proprietary antibody therapeutics that are making a real difference in the lives of cancer patients suffering from solid tumors and hematological cancers.
- The Chase Group has successfully attracted key executives in translational research, data science, and pathology.
- Dr. Kate Sasser, Corporate Vice President, Head of Translational Research at Genmab, enjoys working with The Chase Group because she is presented with candidates who have the experience, professional networks, and personality types that fit in well and deliver results.

“When we work with Chase, we gain access to the best people from industry leaders like Amgen and Celgene,” Dr. Sasser said. “Chase knows how to engage people even when they may not be looking for a change. They are very professional and persuasive and always represent Genmab very well.”

Dr. Sasser said she is proud of the pipeline at Genmab but even more proud of the team that built it.

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