

HIGH EXPECTATIONS, INSPIRED BY PATIENTS AND FUELED BY INNOVATION

With a pipeline of more than 40 medicines, Ionis Pharmaceuticals is using its groundbreaking antisense therapies to bring better health and healing to millions of people. As clinical development and commercialization efforts continue to accelerate, Ionis works with The Chase Group to find leaders and executives who share a passion for helping patients, strive for excellence, and dare to dream big.

“In addition to being very good at finding top executives for us, they’re also a pleasure to work with in terms of being friendly, fun, and hardworking. They help make us stronger and better as a company, and that’s why we value their partnership.”



– Kyle Jenne
General Manager

IONIS

Kyle knows potential when he sees it. Formerly Chief Commercial Officer at Akcea Therapeutics, and now General Manager of Ionis Pharmaceuticals since its acquisition of Akcea, Jenne couldn’t be more excited about the pipeline and promising new technology of Ionis.

The science is solid, the financing is in place, and all the makings of a leading neurology franchise are there, but the hardest formulas to get right are the mix of executives who must drive clinical development and commercialization at Ionis.

Jenne recently selected The Chase Group to lead the search for Ionis’ first Vice President of Medical Affairs. The company’s commercialization efforts are growing, and Jenne must assemble a team of leaders who have the vision and drive to build their departments from the ground up.

“This is new territory for Ionis, and we need people who have the courage to dive in and be pioneers with us as we work to advance our pipeline and make a difference for the patients

who need us,” Jenne said. “Finding our new VP of Medical Affairs was a special assignment, and The Chase Group delivered with the expertise and efficiency we’ve come to appreciate over the years.”

Preparing for Growth – With the Right People

Through innovation, determination, and new acquisitions – most recently of Akcea – the story at Ionis grows more compelling every day. Its diverse pipeline has more than 40 medicines designed to treat a broad range of diseases including cancer and cardiovascular, neurological, infectious, and pulmonary diseases.

Ionis has a 30-year track record of perfecting and advancing RNA-targeted drug discovery and development, and is now expanding its commercialization capabilities, and that expansion requires key executives to build out the expertise and infrastructure.

“Chase was the right choice when we decided to recruit a new VP of Medical

Affairs," Jenne said. "Their reputation for good work and results is well-known among our team, and their experience in our industry is extensive so we knew the fit was there from the beginning."

Jenne said preparation seems to be the key difference when he works with Chase.

"Chase takes the time to know and understand what types of people can be successful in a company like Ionis," Jenne said. "We have a culture of high expectations and high achievement and that needs to be factored in when screening personality types and skills. Finding the right fit is challenging and Chase brings a realistic approach to the process. They know who we are, and they know who we are not."

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Jenne said Chase communicates these high expectations up front in all candidate conversations and tests for indicators of excellence before presenting candidates to Ionis. Candidate advancement is carefully controlled which prevents false starts and saves time.

Jenne also likes the variety of candidates, and the creativity Chase brings to the process.

"They are very good about bringing us candidates with different titles, different specialties, and at different stages of their

The Pains and Gains in Brief

- > Ionis Pharmaceuticals is growing its commercialization capabilities and that requires new medical affairs and clinical development leadership to build the teams and expand these departments.
- > Ionis is preparing for multiple commercial launches, and recently engaged The Chase Group to find its first Vice President of Medical Affairs – a candidate whose qualifications are not only superb but also has the right soft skills for blending with the high-performing Ionis executive team.
- > The newly installed Vice President of Medical Affairs will help ensure that new Ionis commercialization programs have the right strategic plans and tactics to create shareholder value and positive patient outcomes.

careers. You never know where that next great team leader may come from, and Chase is always willing to go the extra mile to find them," Jenne said.

Chemistry and collaboration play a big part in any successful partnership. Jenne not only appreciates the proficiency and professionalism, but he also values the positive attitude and ability to have fun along the way.

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