

A CASE STUDY WITH:

 DRUGBANK

**"HIRING THE  
FIRST U.S BOARD  
MEMBER"**

PREPARED BY:

**THELEADERSHIPAGENCY**

# ABOUT US, THE LEADERSHIP AGENCY

The Leadership Agency is North America's Executive & Board Recruitment Partner of Choice for Purpose-Driven Tech Startups and Non-Profit Organizations! With a mission to help build the most impressive companies of our generation, The Leadership Agency helps startups and non-profits find and hire the best-in-class talent. As industry disruptors with over 15 years of experience and award-winning services,

The Leadership Agency has truly become the one-stop-shop for Executive & Board Recruitment. The Leadership Agency reaches all lines of business, including C-level, sales, leadership, tech, finance, marketing, board, and more.

**VISIT:** [WWW.LEADERSHIPAGENCY.COM](http://WWW.LEADERSHIPAGENCY.COM) FOR MORE INFORMATION.

**CHECK US OUT ON:**

LINKED IN: [/THELEADERSHIPAGENCY](https://www.linkedin.com/company/theleadershipagency)  
INSTAGRAM: [@THELEADERSHIPAGENCY](https://www.instagram.com/theleadershipagency)  
TWITTER: [@WEHEARTSTARTUPS](https://twitter.com/weheartstartups)



## OUR STATISTICS

Numbers tell us a lot about a search. They not only provide us with real-time data but also insights into the talent market.

**47+**

47+ candidates  
in the total  
pipeline

**1**

1 candidate  
placed

**8**

8 candidates  
were presented

**59**

Time to fill  
was 59 days

**3**

3 candidates  
were in final  
stages



## ABOUT DRUGBANK

DrugBank is an award-winning start-up leader in the AI drug discovery space! The organization is a global provider of drug information and patient insight tools that accelerate drug research and improve healthcare delivery. DrugBank uses a hybrid approach that involves AI, natural language processing, and scientific experts. They provide a comprehensive and intelligent drug knowledge platform that structures data and makes it usable for pharma companies and academic researchers.

They offer a suite of products that enable companies to improve healthcare delivery through precision medicine + clinical software application. The company is on the rise as the new era of medicine.

THE LEADERSHIP AGENCY

## MISSION & PURPOSE

Their goal is to augment human intelligence so that all medical information is used to its fullest potential. They want to ensure that everyone in the world has access to the best possible medical outcomes.

## HISTORY OF DRUGBANK

DrugBank started in 2006 in Dr. David Wishart's lab at the University of Alberta. It began as a project to help academic researchers get detailed structured information about drugs. In 2011, it became a part of The Metabolomics Innovation Center (TMIC). The project continued to grow in scope and popularity and was spun out into OMx Personal Health Analytics Inc in 2015.

# HOW WE HELPED DRUGBANK.

DrugBank is an award-winning start-up leader in the AI drug discovery space. This is a new era of medicine and the company is on the rise of make healthcare better for everyone.

The Leadership Agency is the exclusive recruitment partner for DrugBank's Board Member search. The team at DrugBank engaged The Leadership Agency and tasked them with finding their very first Board Member in the U.S.

## DISCOVERY WITH THE DRUGBANK TEAM.

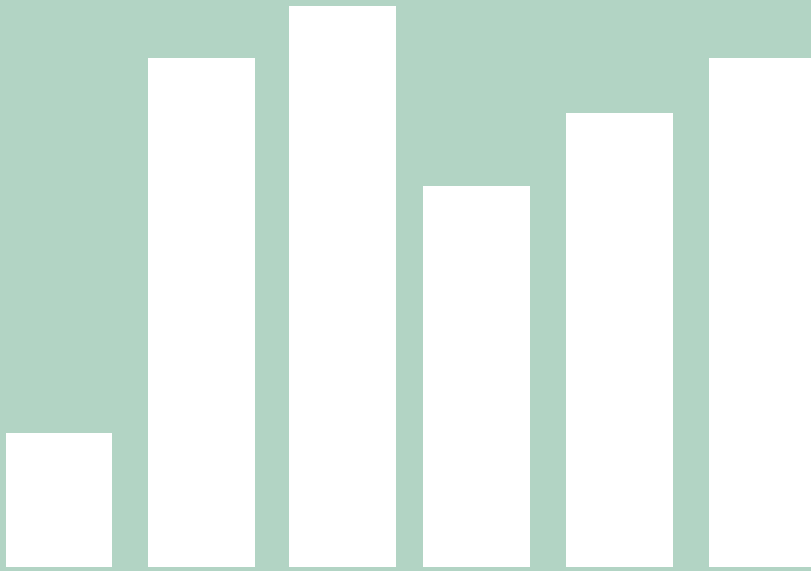
### THE SEARCH:

DrugBank was looking for their 1st US Board Member with the below requirements:

- A candidate based in the US with international experience
- Someone with the right expertise, network, and history
- A diversified background, different from their Board
- Deep domain expertise, operational growth background, and has seen multiple raises in their career
- Experience being on a board in this type of environment
- Experience in the industry (SaaS, pharma, Healthtech, drug discovery)

### THE PROCESS:

- TLA met with DrugBank's executive team and a current Board Member from their VC
- Meeting to understand the criteria of the Board Member
- The search project was launched within 1 hour of approval from DrugBank
- TLA met with DrugBank bi-weekly and provided Project Update Documents with full transparency + visibility into the search



## THE RESULTS

Within an hour of approval from DrugBank, The Leadership Agency launched the board member search.

- The Leadership Agency team held detailed conversations with the CEO, Co-Founder, Director of People & Culture, and the Partner at Brightspark Ventures to thoroughly discuss who would be a great fit for DrugBank's brand and team.
- 1 open Board Seat based in the US and it was successfully filled.

## TOTAL US BOARD MEMBERS PLACED



# CLIENT FEEDBACK

*“Thanks so much for finding us such an amazing addition to our Board. Once again, Leadership Agency hits it out of the park!”*

” - **SHAY BARKER (VP OF PEOPLE & CULTURE)**