

## Alexander J. Sercel, PhD

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LinkedIn: [tinyurl.com/AlexSercel](https://www.linkedin.com/in/AlexSercel)

I am a mitochondrial biologist and business development professional specializing in mitochondria transfer biology and preclinical drug development with expertise in translational and clinical research. As a proven leader, educator and mentor, I develop innovative solutions that clear roadblocks in research and expertly communicate complex information to a wide range of audiences. My passion is advancing science to improve patient outcomes.

### Employment History

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2023-Present

#### **Mitochondria World**, San Diego, CA

##### Director of Scientific Affairs – Mitochondrial Biology

- Leads scientific content development of a public-facing mitochondrial biology non-profit, [MitoWorld.org](https://mitoworld.org)
- Works closely with international advisory board and external partners to connect mitochondrial research, clinical, and patient advocacy communities
- Manages contributing writers, artists, and developers to produce resources for mitochondrial researchers and educational materials for patients
- Engages the broader research community through presentations at international conferences

2025-Present

#### **PharmaLegacy Laboratories**, San Diego, CA

##### Sr. Business Development Manager – Preclinical Drug Discovery

- Leads business development efforts across the western US and Canada, expanding PharmaLegacy's client base among biotech and pharma companies for non-human primate (NHP) and other preclinical in vivo studies
- Develops and executes customized outreach strategies to drive engagement from decision-makers in target accounts and early-stage startups
- Partners cross-functionally with scientific and operational teams to align study proposals with client objectives, ensuring technical rigor and commercial relevance
- Manages complex sales cycles from lead generation through contract execution, contributing to record-breaking quarterly revenue and repeat business from top-tier clients

2024-2025

#### **Biocytogen Boston Corporation**, San Diego, CA

##### Business Development Manager – Preclinical Services

- Developed >\$1.2M in revenue during first quarter of tenure, surpassing quarterly sales goal and demonstrating rapid acclimation and effectiveness in driving growth
- Collaborated with multinational internal teams from across North America, Asia, and Europe to tailor service proposals and ensure alignment with client goals and timelines
- Cultivated and maintained strong relationships with biotech and pharmaceutical clients by representing Biocytogen at regional and global conferences

- Identified and capitalized on new business opportunities by leveraging industry knowledge and networking skills, resulting in a robust and growing international client portfolio across Canada, Mexico, and the USA.

2020-2024

**Freelance Biotechnology Consultant, San Diego, CA**

Technical Consultant – Mitochondrial and Cell Biology

- Worked with executive leadership at biotechnology startups to develop research strategies and experimental designs to support discovery and product development
- Drafted slide decks, poster presentations, and manuscripts for clients to communicate preclinical research results to internal and external stakeholders
- Delivered comprehensive literature reviews on diverse technical topics to provide strategic insight and inform research goals for R&D and management teams
- Composed grant proposals for clients to federal funding agencies, investors, and private institutes including the NIH, the Chan Zuckerberg Initiative, and NASA

2021-2023

**Columbia University Irving Medical Center, New York, NY**

Postdoctoral Researcher – Bioenergetics of Mitochondrial Disease

- Designed and conducted translational and clinical research projects to investigate the energetic response to mitochondrial defects in primary tissue cultures and human subjects
- Led multidisciplinary team to prepare and execute an IRB-approved clinical study to quantify whole-body energy expenditure in human mitochondrial disease patients
- Designed and managed the development of a clinical sample processing suite costing over \$350K
- Directly supervised and trained lab members in human biosample processing, bioenergetics analysis techniques, and scientific communication

**Education**

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2021	PhD, Molecular Biology Molecular Biology Institute, University of California Los Angeles, Los Angeles, CA
2015	BA, Biology with Highest Honors University of California Santa Barbara, Santa Barbara, CA

**Publications ([Select out of 13](#))**

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- Sercel AJ**, Sturm G, Gallagher D, St-Onge M-P, Kempes CP, Pontzer H, Hirano M, Picard M. (2024). Hypermetabolism and energetic constraints in mitochondrial disorders. *Nature Metabolism*. doi: [10.1038/s42255-023-00968-8](https://doi.org/10.1038/s42255-023-00968-8)
- Sercel AJ**, Patananan AN, Man T, Wu T-H, Yu AK, Guyot GW, Rabizadeh S, Niazi KR, Chiou P-Y, Teitell MA. (2021). Stable transplantation of human mitochondrial DNA by high-throughput, pressurized isolated mitochondrial delivery. *eLife*. doi: [10.7554/eLife.63102](https://doi.org/10.7554/eLife.63102).
- Sercel AJ**, Carlson N, Patananan AN, Teitell MA (2020). Mitochondrial DNA Dynamics in Reprogramming to Pluripotency. *Trends in Cell Biology*. doi: [10.1016/j.tcb.2020.12.009](https://doi.org/10.1016/j.tcb.2020.12.009).