



## **Vice President, Head of Business Development and Alliance Management**

Eric Skjeveland, MBA, leads business development and alliance management at IAVI, building new partnerships to enable and expedite innovation and overseeing the execution of plans to advance high-value collaborations to deliver on our mission and achieve global health impact.

Skjeveland came to IAVI after a nearly three-decade long career at Merck. Most recently, he was global leader, Joint Venture Operations, at Merck Vaccines and managed the MSP Vaccine Company — a joint venture between Merck and Sanofi Pasteur for the pediatric vaccine Vaxelis®. Prior to that, he managed a portfolio of commercial global alliances with strategic partners in Asia Pacific, Middle East, South America, and Europe. He held several other U.S. and global commercial leadership roles while at Merck, including international product manager, senior director customer marketing, and national sales and marketing director.

Skjeveland earned an MBA from the Opus College of Business at the University of St. Thomas, St. Paul, MN, and a B.S. from St. John's University, Collegeville, MN. He is a Certified Strategic Alliance Professional (CSAP) and a Six Sigma Executive Belt.