

Srinivas Sistla

Director Of
Laboratories

Contact

Address

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Phone

[REDACTED]

E-mail

sistlasrinivas@gmail.com

Skills

Analytical and Critical
Thinking

Multitasking Abilities

Supervision and Leadership

Interpersonal
Communication

Strong leader and problem-solver dedicated to streamlining operations to decrease costs and promote organizational efficiency. Uses independent decision-making skills and sound judgment to positively impact company success. Collaborative leader with dedication to partnering with coworkers to promote engaged, empowering work culture. Documented strengths in building and maintaining relationships with diverse range of stakeholders in dynamic, fast-paced settings.

Work History

2021-07 -

Current

Director Lab Operations

The State University Of New York, Stonybrook , Stony Brook, NY

- Led and managed all operational aspects of Microbiology and Immunology Center for Infectious Diseases laboratories, overseeing two core facilities and BSL laboratories.
- Strategically directed lab renovation, space allocation, instrument procurement, and lab purchases, contributing to long-term goals and efficient resource utilization
- Orchestrated development and launch of new laboratories, involving buildout, hiring, and regulatory compliance to ensure successful execution.
- Designed and managed facility in accordance with codes and regulations, maintaining safe and compliant environment.
- Developed and implemented organizational policies for laboratory services, ensuring high-quality standards.
- Oversaw operations and provided corrective feedback to achieve daily and long-term goals.
- Managed purchasing, sales, marketing, and customer account operations efficiently.
- Managed budgets for renovations and operational expenses, optimizing resource allocation.
- Provided expertise in research project development and grant submissions, actively supporting research initiatives.

2017-09 -
2021-06

Lab Manager

Virginia Commonwealth University

- Institute for Structural Biology, Drug Discovery, and Development, School of Pharmacy
- Established and managed the biophysical and high throughput imaging facility, including instrument procurement and researcher training.
- Successfully secured grants for modern instruments from NIH, NSF, NCI, VA, and VCU, contributing to advanced research capabilities
- Managed contract services, reservations, billing, regulatory compliance, and safety protocols
- Actively participated in clinical trials and served as an IRB protocol review consultant, ensuring ethical research practices
- Led multiple projects, including drug repurposing, target identification and validation through to candidate selection, cancer stem cell imaging, high-throughput screening, and biochemical studies.
- Conducted binding studies using MST and SPR, supporting drug-target interaction analysis.
- Collaborated with gene therapy labs, employing biophysical techniques for viral capsid quantification.
- Instructed biochemistry and biophysics lab courses, contributing to student education.

2011-12 -
2017-07

Product Manager

GE Life Sciences, Bangalore India

- Managed the entire product lifecycle, facilitating communication between global teams and coordinating technical, application, sales, and marketing efforts.
- Collaborated with sales, marketing, and support teams to launch products on time and within budget.
- Trained customers translated feedback to R&D and facilitated project management to meet tight deadlines.
- Developed marketing campaigns, sales pitches,

- training courses, and regulatory documentation
- Conducted biosimilarity experiments, interaction studies, and method validation and provided support for the preparation of IND-ready data packages in adherence to regulatory guidelines.
- Published scientific papers, application notes, and videos, while managing a team and achieving significant revenue growth
- Collaborated with universities, contributing to research publications and academic partnerships.
- Generated revenue of \$9M in five years, demonstrating strong business development skills.
- Liaised with clients to better understand business needs and current market landscape.
- Directed planning and budgeting efforts.
- Managed product demonstrations and testimonials for performance evaluation.
- Monitored market trends and competitor performance to update promotional strategies.
- Reviewed new opportunities to drive business strategy at planning sessions.
- Boosted customer base penetration using creative promotional approaches.
- Spearheaded collaborative efforts to bring products to market.

2009-01 -
2011-01

Post Doctoral Scholar

University of California

- Cell and Developmental Biology, Division of Biological Sciences
- Investigated peptide localization using imaging mass spectrometry in leech and mouse central nervous system.
- Conducted interactomics studies using pull-down assays and mass spectrometry.
- Expressed and studied HmLARS by insect systems, contributing to ligand interaction research.

2008-01 -
2009-01

Post Doctoral Scholar

La Jolla Institute of Allergy and Immunology

- Utilized Surface Plasmon Resonance/Biacore and X-ray crystallography for biophysical study of immune-

related proteins.

- Managed protein production, purification, characterization, and cloning in bacterial and insect systems.

2007-01 -

Post Doctoral Scholar

2008-01

University of Texas Medical, Pharmaceutical Sciences

- Characterized drug metabolism by cytochrome P450 enzymes through rapid reaction kinetic studies.

Education

2019-01 -

MBA: General Management

2021-07

University of People - Pasadena, CA

2002-08 -

Ph.D.: Biotechnology

2008-02

University of Mysore - Mysore India

1997-03 -

MS: Biotechnology

1999-04

University of Hyderabad - Hyderabad India

1994-03 -

BS: Genetics, Botany & Chemistry

1997-03

Nagarjuna University - Guntur India

2021-01 -

Certificate: Leadership Development

2021-10

Virginia Commonwealth University - Richmond, VA

2022-07 -

Certificate : Diversity Equity Inclusion And Belonging

2022-11

University of South Florida - Tampa, FL

2022-11 -

Certificate: Certified Process Improvement Specialist

2022-12

Six Sigma Global Institute - Boston, MA

2023-08 -

Certificate: Occupational Health And Industrial Hygiene

2023-08

QHSE Learning Center - Ras Al-Khaimah, United Arab Emirates

2024-03 -
2024-03

Certificate: 40 Hours Occupational Health And Industrial Hygiene

*OSHA Campus – Outreach training Program,
360training.com INC.,, TX*

Additional Information

- GE Life Science award from CEO for best performance year 2015
- Best Product Manager Award from CEO for the year 2013
- List of publications on [Google Scholar](#):