



IAN KINGSTON

CONTACT

+44 (0) 7717 224969
ian@iwisdom.com
www.iwisdom.com

FOCUS AREAS

Driving growth through
portfolio strategy
Valuation
Decision-making & governance
Global

LOCATION

London

Ian is an expert in the global vaccine industry, where he worked for 22 years at GSK vaccines. He was head of two country business units, head of the European Centre of Excellence, head of global commercial operations and head of global commercial strategy (6 years).

Before entering the Vaccines market he studied Philosophy, Politics & Economics at Oxford University and then spent several years in consumer marketing, firstly at Unilever and then SmithKline Beecham (SB). At SB he switched to the pharmaceutical division with short spells responsible for CNS and metabolic medicines before joining vaccines. He accelerated sales growth in every line role he held, be they single country or single product roles with sales of single-digit m to more than tripling the size of GSK's European vaccine sales to reach £1b.

Ian is a deep thinker and insightful analyst, known for his sharp commercial acumen. He excels at connecting the dots across the entire spectrum of R&D and commercial organizations, from early-stage innovation to late-stage execution. He approaches challenges as a systems thinker and strategic composer with flexible and adaptive mindset that enables him to navigate complexity with ease, seamlessly integrate complex processes, driving cohesive strategies across diverse teams and functions.

Over the years, he collaborated closely with R&D and manufacturing teams, gaining a deep understanding of the entire vaccines and pharmaceutical value chain. He played a key role in overseeing the profile definition, evaluation, and prioritization of numerous internal and in-licensed candidates, spanning all stages of development from pre-clinical to commercialization including critical business development activities for several platforms (conjugate vaccines, mRNA, monoclonal abs). Additionally, he led the creation of portfolio management frameworks that enhanced internal decision-making and aligned resource allocation more effectively with strategic priorities. As a key member of governing bodies, he contributed to the oversight of resource allocation across both R&D and manufacturing CapEx, ensuring optimal use of investments to drive innovation and growth.

He has a side interest in modelling, for example publishing in April 2020 a model of a likely Covid-19 lockdown scenario that turned out to be remarkably accurate, and in the decision-making ecosystem of companies and organisations – how they organise themselves to create a positive feedback loop of ever-better decisions and business performance.