

Technology

Margot Schoenborn becomes CEO of fast-growing OmniSeq



Margot Schoenborn, CEO at OmniSeq
JOED VIERA



By Dan Miner – Reporter, Buffalo Business First
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Margot Schoenborn has quite the resume.

Now she gets to add yet another interesting professional experience: biotech boss.

Schoenborn has been named the CEO of OmniSeq, which develops and sells molecular diagnostic tests that show cancer patients what kind of targeted therapies might work on them.

OmniSeq is headquartered in the Hauptman-Woodward Medical Research Institute facility on the Buffalo Niagara Medical Campus.

She joins the company at an opportune time:

- OmniSeq has shown significant momentum since it signed with investor and distributor Laboratory Corporation of America in 2017, with double-digit growth in annual revenue and in sales volume. LabCorp made a new investment and expanded its distribution reach with OmniSeq earlier this year.
- The company was spun out of Roswell Park Comprehensive Cancer Center in 2015 with a single product but now has several, along with plans to develop a new diagnostic test that will go through the U.S. Food and Drug Administration's formal approval process. OmniSeq also offers diagnostic tests to help oncologists engaged in clinical trials.
- The company is poised to expand its approximately 50-person team from 10 to 15 percent during this calendar year.

"Our hope five years from now is that our products are nationally distributed and adopted by all of LabCorp's clinical partners," Schoenborn said. "We want our tests to help oncologists determine precision medicine options for their patients."

Schoenborn takes over for CEO Mark Gardner, who stepped aside to move back to California. She is a graduate of Mount Mercy Academy, earned a bachelor's degree from Nazareth College in Rochester and then attended UB School of Law. She worked in New York City and an Assistant U.S. Attorney in the Eastern District of New York, before returning to Buffalo in 2007 as a New York state special assistant attorney general in the Medicaid Fraud Control Unit.

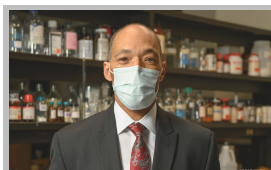
Schoenborn joined Roswell in 2011 as an assistant general counsel, then became its deputy general counsel in 2013. She was recruited to OmniSeq following its creation in 2015 and served as chief administrative officer and general counsel from 2016 until her appointment as CEO.

Now the Clarence resident says she's ready to take her track record of execution to a new opportunity.

"My role here is to ensure that we remain focused on the development of new products, continuing to be innovative while making sure we have the resources to continue delivering this amazing service to oncologists," Schoenborn said. "Everyone in our company would tell you they have a connection to cancer care and it is extremely important to deliver on our mission here, which is to increase access to precision medicine for cancer patients."

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