

## BOARD PROFILE



### QIAONI "LINDA" JING

[www.linkedin.com/in/qiaonilindajing](http://www.linkedin.com/in/qiaonilindajing)

St. Louis, MO | Champaign, IL

CORPORATE BOARD DIRECTOR | CEO | INNOVATION |  
COMMERCIALIZATION | GLOBAL GROWTH | ESG |  
DIGITAL & CYBER | JV GOVERNANCE | MULTI-LINGUAL

### VALUE-ADDED EXPERIENCE FOR BOARDS

#### Innovation to Commercialization

- Transformed Genective into a sought-after partner for the global top 3 seed companies to in-license novel biotech solutions in the first 3 years as CEO and a Board Director
- Generated \$39M annual saving for Monsanto by driving unprecedented collaboration across R&D, supply chain and commercial functions through real-time data analytics
- Managed the GM/Toyota/BMW Strategic Alliance in development and commercialization of hybrid propulsion technology

#### Global Growth and Efficiency

- Rebuilt Genective in the U.S. with a new global HQ, doubled revenue and profit, tripled speed of innovation, and established high margin alternative revenue stream to fuel further growth
- Turned around lower than industry average business growth for Monsanto Argentina with a new distribution strategy, after delivering a record revenue of \$1.9B in U.S. Northwest region
- Spearheaded a \$20M digital transformation in Monsanto R&D that delivered \$2B incremental NPV and 2X GP with record high relocation acceptance among 2,300 people in 35 countries

#### Complexity Management in Dual Governance and Executive Capacities

- Steadily elevated the performance of Genective's 7-member Board as the only director not from the 50/50 French/German investors
- Oversaw the overhaul of Genective's IT infrastructure, digital capability, and cybersecurity strategy when moving the company from EU to the U.S.
- Gained regulatory approvals globally for Monsanto by rallying stakeholders internally and externally around articulation of biotech as one solution for sustainable agriculture
- Strategic Advisor to the Executive Team (ET) for multi-cultural JVs: China Seeds International (Monsanto/SinoChem), Shanghai GM (General Motors/ SAIC)

### BOARD EXPERIENCE

- Genective: Director and Board Secretary
- Monsanto: Executive liaison for the ESG Committee of the Board of Directors
- Asian American Chamber of Commerce: VP, Director, and Chair of the Nom/Gov Committee
- US Heartland China Association: Director and Chair of the Nom/Gov Committee
- Danforth Plant Science Center: Executive Committee of the Danforth Leadership Council

### BOARD TRAINING

- Directorship Certified™, National Association of Corporate Directors (NACD)
- YPO Forums, peer-to-peer advising among CEOs, Presidents, and Board Chairmen

## CAREER CHRONOLOGY

### Genective

Director and Board Secretary 2019-present  
President & Chief Executive Officer 2019-present

### Monsanto (as part of Bayer Crop Science after Aug 2018)

Sr. Director & Chief of Staff – Global Corporate Affairs 2016 - 2019  
Director of Strategy & Operations – Global R&D 2013 - 2016  
Global Operations Manager – Global Supply Chain 2012 - 2013  
Distribution Strategy Lead – Latin America South 2011 - 2012  
Customer Care Lead – US Northwest Region 2010 - 2011  
Strategic Planning Lead – US Commercial 2009 - 2010

### General Motors

Business Development Manager – Powertrain Division 2007 - 2009  
Quality Audit Manager/Production Supervisor – Wentzville Assembly Plant 2005 - 2006  
Corporate Strategy Lead – Supporting ET on strategic projects across 4 global regions 2004 - 2005

**Roche Diagnostics** – Business Development Associate (MBA summer job) 2003

**PricewaterhouseCoopers** – Sr. Consultant 1999 - 2002

## RECOGNITION

- [50 Women to Watch for Boards](#) in North America, 2023
- Speaker, Annual Agriculture Roundtable, USDA and Ag Ministry of China, 2023
- Speaker, Climate Smart Agriculture Summit, USDA and Ag Ministry of China, 2022
- Leader of Distinction, YWCA Metro St. Louis, 2022
- Finalist, EY Entrepreneur of the Year®, U.S. Midwest, 2022
- Speaker, International Business Conference, University of Missouri, 2022
- Speaker, Agtech Innovation Summit, University of Illinois Urbana-Champaign, 2021
- Speaker, Greater China Business Conference, Kellogg School of Management, 2019
- Most Influential Business Women in Greater St. Louis, 2019
- Speaker, National AAPI Leadership Summit, the White House, 2018
- Young Leadership 100 in Greater St. Louis, 2013-2015

## EDUCATION

- MBA, Kellogg School of Management, Northwestern University, Evanston, IL
- MA, Economics, Fudan University, Shanghai, China
- BE, Industrial Engineering, Soochow University, Suzhou, China