

Raymundo A Sison



Summary

Ray is a healthcare business broker and CDMO specialist with over 25 years of experience in leading pharmaceutical drug product commercialization efforts. He has successfully created new business opportunities, negotiated contracts, managed alliances, and executed product launches for emerging and specialty pharma companies. He has also founded and led several consulting firms that provide strategic and operational solutions for clinical stage biotech clients. He is a CMC pharmaceutical professional with a strong background in outsourcing, supply chain, risk management, and life cycle management. He is passionate about innovation and excels at orchestrating communication and providing leadership in cross-functional projects.

Experience

Principal Consultant 2011 - Present

- Procurement, External Manufacturing and Logistics Specialist
- Operational Excellence and Organizational Planning
- Supply Chain Strategy, Design and Execution

CPO/COO SafeRx Pharmaceuticals

- Business Planning and Fundraising
- Corporate Development
- Drug Product Development
- Regulatory and Clinical Strategy
- IP Portfolio Development

Director, Business Development, Patheon 2010-2011

- NJ/PA Territory
- Sold services across US, Canada and EU sites to biotech companies for drug product development and commercialization.
- Small/Large Molecule, SODF, sterile injectables, clinical and commercial packaging.

Associate Director, SODF, MicroDose Therapeutx, 2005-2010

- Operationalized IP for 3-piece HGC Capsules
- Developed FDC dosage forms and a pipeline of development projects for FDA submission.

Advisory Board Experience


Project Insulin


2023-Present
projectinsulin.org


Philosophy

A framework for approaching big challenges can evolve with experience, but a strong, positive mindset will determine the result.

Achievements

 **Innovation** – bringing new tech to market by re-thinking old paradigms.

 **Mentoring** – giving young adults and mid-career professionals an opportunity to find their own way.

 **Adaptability** – achieving difficult goals with limited time and resources.

Strengths

- Structured problem solving
- Cross-functional communication
- CDMO market awareness
- Emotional intelligence

Education

Global Supply Chain Management (CE)
2022

Wharton Exec Education

M.S. Industrial Pharmacy
1993-1995

Long Island University

B.A. Chemistry
1987-1991

Amherst College