Alathea Consulting

Mark Jablonski's Professional Summary

Business development and commercialization consultant with 30+ years of leadership across pharmaceuticals, medical devices, and healthcare services. Skilled at helping innovative companies penetrate regulated healthcare markets by building strategic partnerships, guiding commercialization strategies, and aligning technical, clinical, and business stakeholders.

Business Development & Market Penetration: Secured multimillion-dollar contracts and rebuilt strategic pharma relationships at Middough, including contracts with two Operation Warp Speed vaccine manufacturers. Directed sales and account development at Integrated Project Management to grow revenue 6x, establishing alliances with Pfizer, Abbott, and top-tier biotech clients.

Commercialization: Directed the global launch and lifecycle of Baxter's interoperable infusion pump portfolio ($500M+ revenue), integrating regulatory compliance, operational execution, and market adoption strategies.

Strategic Partnerships: Negotiated collaborations with EMR providers, research partners, and global contract manufacturers to expand adoption and sustain regulatory and commercial success.

Healthcare Growth Strategy: At CVS Health, built payer and provider partnerships that reduced readmissions by 30% for high-risk Medicare Advantage patients, demonstrating the ability to translate complex solutions into measurable value for clients.

Technical Innovation: Co-inventor on multiple U.S. patents in dialysis system innovation, underscoring the ability to bridge product development, regulatory requirements, and commercial outcomes.

Patient Advocacy: Founded the National Blood Clot Alliance in collaboration with the CDC, built a scientific advisory board, secured pharma funding, and influenced U.S. policy on DVT/PE awareness.

Current Engagements: Driving business development for Promised Land Fund (targeting farmland and Opportunity Zone investments), serving as a technical advisor to investors evaluating critical infrastructure and healthcare investments, and providing interim executive leadership for an industrial heat treater to manage an ownership transition.

Recognized as a trusted advisor for companies entering highly regulated healthcare sectors, with a proven ability to accelerate adoption, sustain growth, and deliver market impact at the intersection of technical innovation and business development.