Mark C.

Consultant for Medical Device, Pharmaceutical, and Combination Products

Greater Boston · Contact info

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About

Current Focus:
Pursuing opportunities in the Medical Device, Pharmaceutical and Combination Product space with a focus on M&A / Due Diligence Support, Quality System Auditing and Compliance, Interim Management, Operational Assessment, Supply Chain Development and Auditing, Project Management, and Product Development.

Background:
High performance executive driving operations from start-up to $50M in revenue and profitability, contributing to the successful sale of the company for $230M. Continued with new company as Operations Executive. Scaled operations and efficiencies to support sales and distribution strategies resulting in revenue growth to $120m.

Recognized for deploying strategies to convert operations into cost-effective producers, integrating multiple M&A projects and producing margins as high as 93%

Strength in recruiting, developing and inspiring staff and cross-functional talent to lead the planning, production and regulatory approval of a revolutionary product.

Communicates effectively to oversee the successful implementation of complex initiatives. Provided the CEO and Board strategic leadership and direction input and proposals

Core Competencies:
Strategic Planning/Implementation, Product/Technology Vision, New Product Launch, M&A Integration/Due Diligence, Business Process Re-engineering, Regulatory Compliance, Clinical Trial Support, Infrastructure Planning/Management, Organization Development/Team Building

Activity

991 followers

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Experience

Medical Device Consultant
Philips
Nov 2018 - Mar 2019 · 5 mos
Andover, Ma

Consent Decree remediation - 21 CRF 820 sub-part H (Acceptance Activities)
Focus on Receiving Inspection, Quality Plans, Supply Chain, and Certifications.

Vice President Operations
DUSA Pharmaceuticals, Inc.
1999 - 2018 · 19 yrs
Wilmington, Ma.

DUSA Pharmaceuticals, Wilmington, MA
1999 - 2018
Vice President, Operations
Provided strategic leadership and operational direction for product development, manufacturing, materials, quality assurance, facilities, IT, clinical trial strategy and support, and regulatory compliance. Hired during late stage development and prior to commercial start-up with a key role in the development and deployment of operational capabilities leading to FDA approval and commercial launch of a novel combination therapy. The primary products, Levualn® Kerastick® and BLU-U® were developed, approved, and marketed as a combination product (therapy) to the dermatology market. During DUSA Pharmaceuticals drive to profitability, championed several product design improvements adding to the IP portfolio, lower cost, and supported expanded distribution channels while also providing a flawless FDA inspection record from pre-approval inspections through cGMP surveillance eventually leading to the sale of the company to SUN Pharma for $230M.

Volunteering

Selectman
Town of Chelmsford
Apr 2021 - Present · 3 yrs 7 mos
Politics

Elected to Chelmsford Select Board on April 6, 2021

Vice Chairman, Zoning Board of Appeals
Town of Chelmsford
Jan 2011 - Jan 2021 · 10 yrs

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Janice Chalifoux · 3rd+
Medical Science Liaison at Dusa Pharmaceuticals
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Project Manager at Philips
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Senior Director of Commercial Operations -...
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CEO at BestFlag
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People you may know

Ben Robinson
COO & Co-Founder at Indie.io
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Kim Ratcliff
Director Of Operations
Connect

Lester Crafton
Sunlight is free.
Connect

Trent Nessler, MPT, DPT
Owner The Athlete Lab | Sports PT | Movement...
Connect

Christopher Brueningsen
Private School Educator
Connect

IPR2024-00287
Biofrontera Inc. et al v. Sun Pharmaceutical Industries, Inc.
Sun Pharmaceutical's Exhibit 2008
EX2008, Page 1

Skills

Regulatory Affairs

Endorsed by 3 colleagues at DUSA Pharmaceuticals Inc.

24 endorsements

Manufacturing

Endorsed by 4 colleagues at DUSA Pharmaceuticals Inc.

22 endorsements

Show all 50 skills →

Recommendations

Received | Given

Martin E. Seiler
Site Manager at Bachem Vionnaz, a large-scale API production site
October 29, 2018, Mark was Martin E.'s client

I know Mark for more than 15 years now. He is a highly professional business partner with outstanding skills. It is always a great pleasure to work with him.

Scott Lundahl
Pharmaceutical/Medical Devices Professional
October 26, 2018, Scott worked with Mark on the same team

Mark is a motivated, forward-thinking individual with an excellent business acumen that gives him the ability to think and act both strategically and tactically. This and an in-depth understanding of finance and complex technical project management have allowed Mark to be a strong company leader. Mark's outgoing personality and excellent communication skills allow him to get people at all levels on board with a common plan, even people who are initially on completely different pages. I have seen him build strong and successful teams both internally and externally, teams which delivered results on time and as promised. Mark never loses sight of the goal and as such, he delivers success for the team and for the organization. Mark would be a tremendous ...see more

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Patents

ADJUSTABLE ILLUMINATORS AND METHODS FOR PHOTODYNAMIC THERAPY AND DIAGNOSIS
US U.S. Patent 10603508 · Issued Mar 31, 2020

ADJUSTABLE ILLUMINATOR FOR PHOTODYNAMIC THERAPY AND DIAGNOSIS
US U.S. Patent 10589122 · Issued Mar 17, 2020

Show all 4 patents →

Honors & awards

Patriotic Employer
Issued by National Committee for Employer Support of the Guard and Reserve · May 2005
Associated with DUSA Pharmaceuticals, Inc.

Patriotic Employer Award for Contributing to National Security and Providing Liberty and Freedom by Supporting Employee Participation in America's National Guard and Reserve Force

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