CHARLES S. CONROY, R.Ph, MBA

Radiopharma CEO | Venture Builder | Platform Strategy & Execution Leader
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PROFESSIONAL SUMMARY

Radiopharmaceutical CEO and operator with 25+ years of experience building, scaling, and transforming radiopharma, specialty pharmacy, and healthcare technology organizations. Deep expertise spanning radiochemistry, CMC, isotope supply, GMP operations (21 CFR 211/212), nuclear pharmacy, automation, strategic partnerships, and venture-backed company formation.

Proven ability to raise capital, lead scientific and operational strategy, negotiate mission-critical alliances, build high-performance teams, and drive enterprise value across early-stage ventures and global corporations (Fortune 20, Fortune 100). Recognized for aligning Boards, SABs, founders, and investors around milestone-driven execution that accelerates development and commercial readiness.

AREAS OF EXPERTISE

- Radiopharma Platform Strategy & Early De-Risking
- Radiochemistry, Isotope Supply & CMC Strategy
- GMP Operations (21 CFR 211/212) & Isotope Safety
- Translational & IND-Enabling Development
- Academic, CDMO & Ecosystem Partnerships
- Fundraising, Investor Relations & Board Management
- P&L Ownership, Capital Allocation & Budgeting
- Facility Build-Out, Digital/Automation Infrastructure
- Enterprise Scaling & Cross-Functional Leadership

CAREER HIGHLIGHTS

- Founded and scaled a radiopharmaceutical CDMO to a **$212M valuation**, building multi-site manufacturing infrastructure and a fully integrated operating model.
- Repositioned a radiometal production technology platform, increasing enterprise value from **$3M to $82M**.
- Directed operations of a **51-site**, **$200M** radiopharmacy network; executed a $50M capital modernization plan and negotiated $15M in annual savings.
- Increased specialty pharmacy revenues from **$20M to $125M**, culminating in a $100M liquidity event.

- Led operations for the largest centralized pharmacy in the U.S., fulfilling **100,000+ prescriptions/day** and delivering multimillion-dollar efficiency gains.

PROFESSIONAL EXPERIENCE

FOUNDER & CHIEF EXECUTIVE OFFICER

Nucleus RadioPharma, Charlotte, NC | 2022 – 2025
Founded and led a radiopharmaceutical CDMO from inception to commercialization readiness.

- Scaled company from concept to **$212M enterprise value**, building multi-site GMP infrastructure and hardware-enabled production capabilities.
- Owned full P&L and capital allocation for a rapidly scaling venture-backed platform.
- Implemented integrated operating frameworks across Product, CMC, Quality, Regulatory, Operations, Finance, and Commercial.
- Forged isotope-supplier, CDMO, and academic alliances to expand global reach and technology adoption.
- Directed facility build-outs, equipment commissioning, and manufacturing automation supporting clinical and commercial supply readiness.
- Built a high-impact leadership team; established strong governance through Board and SAB development.

PRESIDENT & CHIEF EXECUTIVE OFFICER

ARTMS Products, Vancouver, BC | 2019 – 2022

- Increased enterprise value from **$3M to $82M** through strategic repositioning and operational turnaround.
- Led global strategy for radiometal production technologies across product development, regulatory execution, operations, and commercialization.
- Secured **$19M** in financing to advance platform scalability and commercialization.
- Drove a culture emphasizing innovation, accountability, and operational excellence.

GENERAL MANAGER

Jubilant Pharma, Yardley, PA | 2018 – 2019

- Led operations and sales for a **$200M** radiopharmacy division with **800+ employees** across **51 sites**.

- Executed **$50M capital modernization program** and secured **$15M in annual savings** via supplier renegotiations.
- Strengthened operational efficiency, compliance, and long-term profitability.

CHIEF OPERATING OFFICER

PharmBlue, Warrendale, PA | 2016 – 2018

- Oversaw nationwide specialty pharmacy operations focused on 340B, retroviruses, compounding, and pain management.
- Increased revenues from **$20M to $125M**, leading to a **$100M liquidity event**.
- Directed strategy, operations, and compliance across a multi-state footprint.

SENIOR DIRECTOR, PHARMACY OPERATIONS

Express Scripts, St. Louis, MO | 2013 – 2016

- Oversaw end-to-end operations for Express Scripts' flagship centralized pharmacy, supporting a **$2B P&L** and fulfilling **100,000+ prescriptions/day**.
- Led automation initiatives that expanded operational capacity by **23%** and improved controlled-substance throughput by **200%**, generating **$5.5M** in revenue.
- Reduced DPMO by **60%** YoY, exceeding expectations by **225%**.

CHIEF OPERATING OFFICER & EXECUTIVE DIRECTOR, SALES & MARKETING

Positron, Westmont, IL | 2012 – 2013

- Managed corporate operations, business development, product development, marketing, and sales.
- Executed international strategic partnerships projected to grow automation sales by **235%**.
- Led development and launch of four innovations with expected **$10M first-year revenue**.
- Implemented CRM-driven sales processes increasing overall leads by **47%** and qualified leads by **63%**.

VICE PRESIDENT, MARKETING

Amerinet, St. Louis, MO | 2010 – 2012

- Oversaw strategic planning, brand management, product development, and market research for an **$8B GPO**.
- Drove new market expansion generating **$400M in expected annual revenue**.

- Created targeted marketing platforms that accelerated featured product sales by **450%** over baseline.
- Increased marketing ROI by **37%** through KPI-driven optimization.

DIRECTOR, BUSINESS DEVELOPMENT & LICENSING / DIRECTOR, IMAGING

Covidien (Tyco Healthcare/Mallinckrodt), St. Louis, MO | 2005 – 2010

- Led identification, evaluation, and execution of acquisitions, divestitures, alliances, and partnerships—closing deals up to **$200M**.
- Coordinated divestiture of Covidien's **37-pharmacy distribution network** generating **$160M** in annual sales.
- Delivered **$25M** incremental gross margin through new pricing strategies.
- Drove global marketing strategy for devices and diagnostics with **$1.1B** in annual sales.

MARKETING & ALLIANCE ROLES

Eli Lilly and Company, Indianapolis, IN | 2000 – 2004

- Led coordination of **$200M** promotional spend across online healthcare portals.
- Managed **$18M** budget producing **300% ROI**.
- Developed KOL and thought-leader programs driving top-tier formulary adoption.
- Trained senior sales personnel; earned multiple performance awards.

STRATEGIC & OPERATIONAL CONSULTANT

CSC Healthcare, Chicago, IL | 1999 – 2000

- Designed corporate strategies and operational models for diverse healthcare organizations.

PHARMACY DIRECTOR & EARLY-CAREER ROLES

Nycomed Amersham | Griffin Pharmacy Services | Pharmacy Operations Director | 1995 – 1999

- Grew sales from **$400K** → **$9.5M** in three years and secured venture capital funding.

Pyramid Diagnostic Services | Director of Pharmacy | 1993 – 1995

- Achieved profitability in 6 months; grew to **$2M revenue** and **70% market share**.

Syncor International Corporation | Staff Pharmacist | 1992 – 1993

- Oversaw operations of 15 technical and support staff; prepared and dispensed radiopharmaceuticals.

EDUCATION

Master of Business Administration – Corporate Strategy & Operations
University of Michigan, Ann Arbor, MI

Bachelor of Science in Pharmacy
Purdue University, West Lafayette, IN