



**Senior Director of Global Corporate  
Development & Commercialization  
Job Description JD-SAL-12**

<b>Job Title:</b>	Senior Director, Global Commercialization and Corporate Business Development
<b>Department:</b>	Sales
<b>Reports to:</b>	Chief Commercial Officer
<b>Exempt / Non-Exempt</b>	Permanent, Full time, Exempt

<b>Job Description</b>
<p><b>Job Summary</b></p> <p>The <b>Senior Director of Global Commercialization and Corporate Business Development</b> will be responsible for two primary areas of focus: leading the development and execution of commercialization and life cycle management strategies in close collaboration with our pharmaceutical partners, and driving corporate business development initiatives to support strategic growth. This role is accountable for preparing and executing strategies, setting goals to drive increased revenue, expanding into new markets, and strengthening Koru's overall market position.</p> <p>This role will serve as a key interface between our internal cross-functional teams and external pharmaceutical partners, ensuring seamless integration and global commercialization of our Koru Freedom drug delivery device. This position will focus on expanding our current commercial opportunities with launched pharmaceutical drugs. Additionally, it will keep abreast of pharmaceutical trends and market conditions to provide input to the company's strategic business plan. The individual will identify and evaluate new markets, partners, channels, and customers. This role will develop and use contacts and relationships within the pharmaceutical industry, business environment, and customer base to identify a commercialization and business development plan to respond to the external environment - competition, pricing, and product demand changes.</p> <p>This position will be heavily involved in the development of proposals and contracts for new business opportunities and all commercial aspects of negotiations. The role will closely collaborate with finance, marketing, sales, product development, regulatory, and other stakeholders to support business development plans.</p>



**Senior Director of Global Corporate  
Development & Commercialization  
Job Description JD-SAL-12**

The Senior Director of Global Corporate Development and Commercialization must have an entrepreneurial mindset and great leadership cross functional leadership skills. The ideal candidate will also be a creative strategist with the ability to get it done.

The goal of this position is to promote and expand the company's commercial and business development activity that will generate revenues, and lead to sustainable growth.

**Essential Functions**

**Key Responsibilities:**

**Global Commercialization Leadership**

- Serve as the primary commercialization lead partnering with global pharmaceutical companies launching new therapies integrated with Koru's delivery system.
- Translate partner strategies into actionable, cross-functional commercialization and product plans that align with regulatory, market access, supply chain, and regional commercialization requirements.
- Collaborate closely with marketing, regulatory, product development, operations, and medical affairs to ensure seamless readiness for global market launches.
- Monitor and proactively manage program timelines, risks, and dependencies, ensuring commercial objectives are achieved across regions.
- Build deep relationships with global pharma partners to ensure alignment on mutual success metrics and commercialization strategies.

**Corporate Business Development**

- Support the C-suite in identifying and evaluating strategic growth opportunities, partnerships, licensing agreements, and M&A prospects.
- Develop and maintain strategic frameworks, market analyses, and business cases to inform executive decision-making.
- Assist in preparing board materials, investor presentations, and strategic communications.
- Lead due diligence and integration planning efforts for key business development initiatives.

**External and Internal Qualifications**

- 8+ years of experience in pharmaceutical commercialization, strategic partnerships, and/or corporate business development.
- Proven experience launching or supporting global pharmaceutical products, preferably with experience in drug delivery or medical devices.



**Senior Director of Global Corporate  
Development & Commercialization  
Job Description JD-SAL-12**

- Deep understanding of commercialization processes, including regulatory pathways, market access, and cross-functional coordination.
- Strong executive presence with excellent communication and stakeholder management skills.
- Strategic thinker who thrives in dynamic, fast-paced environments and can operate effectively at both the strategic and tactical levels.
- MBA or advanced degree in business, science, or related field preferred.

**Disclaimer**

The above statements are intended to describe the general nature and level of work being performed by employees assigned to this classification. They are not intended to be construed as an exhaustive list of all responsibilities, duties and skills required of employees assigned to this position. Therefore, employees assigned may be required to perform additional job tasks required by the manager.

We maintain a drug-free workplace and perform pre-employment substance abuse testing.

KORU Medical Systems provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, sexual orientation, marital status, pregnancy, parental status, national origin, ethnic background, age, disability, political opinion, social status, veteran status, union membership or genetics.

**Approval**

<b>Required Approvers</b>	<b>Name</b>	<b>Signature</b>	<b>Date</b>
Human Resources	Jessica Casanova	Refer to ETQ	Refer to ETQ
Department Manager	Robert Cannon	Refer to ETQ	Refer to EtQ