

Kate Kitsopoulos is an experienced life science consultant with original industry roots in pharmaceutical development. Kate began her career in the life science industry as a molecular biologist at Research Triangle Institute, and subsequently a development scientist at the infectious disease and cancer vaccine company, AlphaVax. Her passion for drug commercialization led her to pursue an M.B.A. and enter the field of strategy consulting. Kate has managed and led numerous global projects across a broad spectrum of therapeutic areas, including: oncology, orphan disease, gene therapy, infectious disease, neurology, and women's health. She has developed a product and portfolio strategy focus and expertise across the biotechnology, pharmaceutical (branded and generic), biosimilar, diagnostic and medical food industries. Kate has provided strategic guidance in support of commercialization efforts across the industry, from venture funds and private biotechnology companies, to some of the largest pharmaceutical organizations in the world. Some recent engagements include: design of an organizational strategy to build commercialization capabilities for a company expecting the launch of their lead asset, development of a pre-launch (unbranded) and post-launch commercialization and positioning strategy for a disease-defining drug product, scenario development for a competitive strategy for a third-to-market orphan disease product. Kate received her M.B.A. from Kenan-Flagler Business School at UNC Chapel Hill. She also holds an M.S. in Biotechnology from Pennsylvania State University and a B.S. in Biology from Texas A&M University.