



DIRECTOR OF COMMERCIAL ANALYTICS & FORECASTING

Kala is an emerging biopharmaceutical company on the verge of commercialization. We are seeking an experienced and self-motivated individual to lead the U.S. Commercial Insights, Analytics and Forecasting function at Kala. This individual will be responsible for generating key strategic insights to inform launch planning and develop and manage all revenue forecasts. This is an opportunity for the right individual to build the commercial analytics function and prepare the organization for two new product launches in the next 18-months. Come join an experienced and highly motivated team.

Key Responsibilities for this role will include:

- Strategic Insights generation
- Primary and Secondary Market Research Plan
- Revenue forecasting
- Commercial Analytics and data management plan
- KPI and performance dashboard development

Our ideal candidate will have:

- BS/BA, with MBA/MS preferred
- At least 7-years' experience in Commercial Analytics and Forecasting
- Authentic leadership style and ability to work collaboratively within a small company team environment
- Ability to assume significant individual responsibility within a small company culture
- Direct experience building and managing revenue forecast models
- Direct experience developing and executing market research plans
- Direct experience developing performance dashboards
- Direct experience developing data warehouse management plans
- Ophthalmology experience preferred

If you are interested in applying for this role, please send your resume directly to Careers@Kalarx.com and include the job title in your subject line.

About Us:

Kala is a biopharmaceutical company focused on the development and commercialization of therapeutics using its proprietary mucus-penetrating particle (MPP) technology, with an initial focus on the treatment of eye diseases. Kala has applied the MPP technology to a corticosteroid designed for ocular applications, resulting in two lead product candidates. The product candidates are INVELTYST™(KPI-121 1%) for the treatment of inflammation and pain following ocular surgery, for which we have submitted

a NDA, and KPI-121 0.25% for the temporary relief of the signs and symptoms of dry eye disease, which is currently in Phase 3 clinical development.