Carl David D'Ruiz

Lake Hopatcong, NJ

[redacted]

Overview:

Seasoned global beauty and personal care executive with a proven track record in product innovation, brand expansion, and scientific advocacy. Renowned for bridging creative vision with regulatory rigor—driving novel skincare, suncare, and color cosmetics from concept to shelf. Adept at managing cross-functional teams and shaping consumer-centric solutions, backed by deep expertise in clinical substantiation, sustainability, and worldwide regulatory compliance. Passionate about advancing safer, more effective products that resonate with modern consumers. Recognized thought leader in photoprotection and skin cancer prevention.

Experience

Senior Science, Advocacy, and Business Development Manager, Beauty & Care NA
dsm-firmenich
Mar 2023 - Present (2 years)

- **Steer High-Impact Growth Initiatives**: Spearhead new business opportunities, acquisitions, and strategic partnerships within the beauty & care sector, driving significant revenue growth and product innovation.
- **Pioneer the Design2Market Program**: Launch an exclusive, high-value service delivering customized brand commercialization strategies for indie, derm, and start-up brands by leveraging DSM's clinically validated skin well-being, beauty, and longevity solutions.
- **Demonstrate Regulatory & Scientific Leadership**: Develop and execute comprehensive advocacy strategies to secure regulatory acceptance, foster sustainability, and accelerate innovations in skin, sun, and hair technologies. Notably lead DSM's successful FDA acceptance of the first U.S. OMOR submission for PARSOL® Shield (Bemotrizinol), reinforcing industry-leading sun care standards and strengthening skin cancer prevention efforts.
- **Lead Legislative & Congressional Advocacy**: Orchestrate advocacy campaigns at both legislative and congressional levels, championing safer sun initiatives, adoption of non-animal testing approaches for OTC drugs, and public health priorities in skin cancer prevention.
- **Counter Misinformation Through Strategic Engagement**: Collaborate with influencers, trade associations, and dermatologists to address and correct misinformation on social media platforms, safeguarding product integrity and consumer trust.
- **Cultivate High-Performance, Cross-Functional Teams**: Collaborate closely with global R&D, Marketing, and Regulatory teams to align on product innovation and market strategies. Develop and implement forward-thinking talent strategies and best practices to build robust teams, enhance performance, and ensure continued organizational success.
- **Serve as a Recognized Thought Leader**: Leverage deep expertise in photoprotection and sun care to drive policy changes, raise public awareness, and advance skin cancer prevention measures across the beauty and personal care industry.

Head, NA Scientific and Regulatory Affairs, Personal Care and Pharma
dsm-firmenich
Oct 2018 - Mar 2023 (4 years 6 months)

- **Drove Comprehensive Regulatory & Scientific Strategy**: Oversaw DSM's sunscreens, Pharma APIs, OTC drugs, and cosmetic bioactive portfolios, securing multiple pre-market approvals (IND, DEL, USP, CMC, DMFs) and enhancing the company's market footprint.

- **Chaired PCPC's Sunscreen Consortium**: Championed the successful approach for FDA deferrals and GRASE determinations for seven critical sunscreen actives, ensuring industry-wide access to essential sun protection measures that support skin cancer prevention.
- **Led Key FDA Approval Initiatives**: Directed the approval process for PARSOL® Shield (Bemotrizinol), expanding DSM's OTC sunscreen portfolio and reinforcing the company's leadership in innovative UV protection.
- **Spearheaded Clinical & Safety Studies**: Guided pharmacokinetic and safety evaluations, culminating in the successful submission of new OTC active ingredients and bolstering product efficacy and consumer trust.
- **Ensured Compliance with Emerging Regulations**: Led key initiatives and communications to align DSM's product development and marketing strategies with FDA's Modernization of Cosmetics Regulation Act (MOCRA), ensuring full compliance and risk mitigation.
- **Addressed Environmental Concerns**: Developed and executed strategic measures to mitigate the impact of sunscreens on coral reefs, strengthening brand reputation and fostering regulatory acceptance.
- **Championed Product Stewardship & Sustainability**: Implemented initiatives that heightened DSM's product differentiation, increased customer acceptance, and fueled sustained sales growth.
- **Fostered Cross-Functional Collaboration**: Coordinated closely with global teams to ensure seamless regulatory and technical messaging, expediting market entry and product success.
- **Expanded Strategic Partnerships**: Built influential relationships with trade associations, regulatory agencies, NGOs, and academic institutions, shaping policy frameworks and advancing safer sun care and innovative product safety initiatives

Director, Global Product Safety, Regulatory and Compliance
Newell Rubbermaid Brands
Mar 2018 - Sep 2018 (7 months)

- **Led Global Product Safety & Regulatory Compliance**: Directed the strategic vision for product safety and regulatory programs across the Americas, EMEA, and APAC, overseeing 5 direct reports and a broader team of 33. Ensured all new and existing products met rigorous internal and external safety, performance, and quality standards, supporting global market expansion.
- **Drove Regulatory Strategy Across Diverse Portfolios**: Spearheaded the compliance framework for Newell's writing and creative arts, baby care, food, children's toys, and Rubbermaid commercial and consumer product lines, maintaining best-in-class quality assurance worldwide.
- **Developed Comprehensive Restricted Substances Policy**: Created and implemented the Restricted Substances Specification (RSS) Supplier Agreement Policy, securing global chemical and packaging compliance across all product categories and reinforcing Newell's commitment to consumer safety.

Head, Product Stewardship and Regulatory Affairs, Americas
Kemira Chemicals, Inc.
2017 - 2018 (1+ year)

- **Developed & Executed Compliance Strategies**: Designed and implemented regulatory frameworks, chemical management policies, and product lifecycle management systems (PLM, SAP), ensuring adherence to hazard communication programs—including training, labeling, and safety data sheets—across North and South America.
- **Accelerated Business Growth**: Oversaw product notifications, safety testing, and regulatory submissions under FDA, EPA (TSCA, FIFRA), CEPA, OSHA, GHS, CWC, and South American regulations, facilitating market expansion and reinforcing competitive advantage.
- **Forged Global Regulatory Alignment**: Collaborated with international partners to create strategic approaches for food contact materials, biocides, and water treatment technologies, supporting both new and existing products across diverse markets.
- **Established Robust Regulatory Governance**: Built a high-performing regulatory organization for the Americas, leading a team of 10 direct reports and mentoring rising talent to foster a culture of excellence and innovation

Consulting Associate, Scientific Affairs and Product Stewardship
ITG Brands (formerly Lorillard Tobacco Company)
2016 - 2017 (1 year)

- **Integrated Post-Acquisition R&D Activities**: Guided the seamless merging of research and development functions following corporate acquisitions, maintaining scientific rigor and operational efficiency.
- **Contributed to Key Harm Reduction Studies**: Supported the publication of pivotal research on the potential of blu™ vaping products to reduce harm and improve public health outcomes for adult smokers.

Director, R&D Scientific Affairs and Product Stewardship
Lorillard Tobacco Company
2013 - 2016 (3 years)

- **Championed R&D Leadership & Scientific Advocacy:** Spearheaded the scientific research, safety evaluations, and stewardship strategies for consumer nicotine vaping products, positioning the organization at the forefront of tobacco harm reduction innovation.
- **Built Organizational Capabilities**: Established strong regulatory advocacy, clinical testing processes, and alternative toxicological assessments (TTC), enhancing product safety and compliance.
- **Achieved High-Volume Product Launches**: Directed over 100 successful product development, testing, and global commercialization initiatives, aligning regulatory and compliance objectives with corporate and customer needs.
- **Cultivated Cross-Functional Synergy**: Collaborated with marketing, legal, and technical teams to identify clear regulatory pathways for consumer products and drug-device combinations, accelerating market entry.
- **Published Influential Clinical Studies**: Led research on the health benefits of e-cigarette use in harm reduction contexts, building and managing a high-caliber team of eight experts in scientific, toxicological, and regulatory affairs.
- **Pioneered a New Consumer Category**: Recognized as a driving force behind establishing vaping as a credible, science-backed harm reduction platform, contributing to reduced morbidity and mortality rates associated with combustible tobacco smoking.

R&D Research Fellow, Regulatory Affairs and Product Stewardship
Dial / Henkel Consumer Goods Inc.
2005 - 2013 (8 years)

- **Directed Global Regulatory & Scientific Strategies**: Oversaw the development and marketing of OTC drugs, cosmetics, and home care products for top-tier brands such as Dial®, Right Guard®, Purex®, and Renuzit®.
- **Optimized Commercialization & Cost Savings**: Devised pre-market approval and commercialization strategies for new products, establishing global product stewardship systems that reduced raw material costs by $2M.
- **Championed Diversity & Inclusion**: Served as Chair of the Corporate Culture Committee, driving a 20% sales increase through the first-ever multicultural marketing insights group. Recognized as a Diversity Champion for fostering a more inclusive work environment.
- **Engineered Path to New Drug Approvals**: Designed a clinical and regulatory approach, building on proof-of-principle data, to secure FDA approval of a cold-prevention drug product via IND and NDA routes. Developed protocols for clinical efficacy studies, positioning the company for future regulatory success.
- **Advanced Green Chemistry & Sustainability**: Collaborated with the Global Institute of Sustainability and major retailers like Walmart to influence regulatory policies, enhance sustainability initiatives, and provide strategic guidance on emerging industry regulations.

Director, Regulatory Affairs, Product Safety and Product Stewardship, Personal and Home Care
CIBA Specialty Chemicals
1993 - 2005 (12 years)

- **Championed Global Stewardship & Compliance**: Directed enterprise-wide programs in product stewardship, safety, regulatory tracking, and advocacy for four business segments exceeding $4B in sales, managing a team of 13 direct reports and consultants.
- **Established Comprehensive Regulatory & Safety Programs**: Developed and implemented global frameworks for antimicrobials, biocides, active drug ingredients, cosmetics, UV filters, and flame retardants, ensuring robust compliance across multiple markets.
- **Drove Strategic Partnerships & Scientific Marketing**: Collaborated with key customers, health foundations (e.g., Skin Cancer Foundation), and medical associations (e.g., American Academy of Dermatology) to promote broad-spectrum UV absorbers in OTC sunscreen drugs, strengthening product credibility and market reach.
- **Launched New Revenue Streams**: Introduced a $50M decorative cosmetic colorants business line, opening new market opportunities and reinforcing the company's innovation pipeline.
- **Secured Influential Monographs & Approvals**: Led the establishment of new USP Monographs for Triclosan, Bisoctrizole, and Bemotrizinol; pioneered regulatory submissions for sunscreens, anti-acne agents, and oral care products through FDA's TEA process, expanding global acceptance of foreign-use active ingredients in OTC drug monographs.
- **Streamlined Global Regulatory Processes**: Set up FDA Type II, III, and V Drug Master Files and ensured GMP and product quality compliance through successful pre-approval inspections of API production facilities in Switzerland, Germany, and Mexico.
- **Orchestrated Advocacy & Market Access**: Drove advocacy initiatives to secure product registrations and approvals, enabling seamless market entry and regulatory compliance for high-priority product lines.

Environmental Protection Specialist, Program Analyst and Consultant
U.S. Environmental Protection Agency, , Offices of Policy, Planning and Evaluation and Pollution Prevention and Toxic Substances, Washington, D.C
1985-1993 (8 years)

- **Conducted Chemical Risk & Exposure Assessments**: Developed regulatory and non-regulatory approaches to control human and environmental risks from organic, inorganic, and radiological pollutants under the Toxic Substances Control Act, Clean Water Act, Clean Air Act, and Safe Drinking Water Act.
- **Evaluated EPA Management Processes**: Conducted organizational studies to assess EPA management strategic planning processes, priority setting procedures, and operating systems, providing recommendations to improve the effectiveness and efficiency of national, regional, and state environmental protection programs.
- **Developed Regulatory Risk Management Strategies**: Created strategies to control global stratospheric ozone depletion from refrigerants, chlorinated solvents, and other ozone-depleting chemicals used in various industries.
- **Established Health-Based Standards**: Developed the health-based U.S. standard (MCL) for lead in drinking water.
- **Created Pollution Prevention Programs**: Initiated a national program to protect sensitive ecosystems and endangered species from persistent, bioaccumulative, and toxic chemicals (PBTs).
- **Assessed Economic, Market, and Policy Impacts**: Evaluated the impacts of proposed regulations and provided recommendations to ensure compliance with Congressional and statutory mandates.

Education

Yale University School of Public Health
Master, Public Health

Fordham University
Bachelor, Arts

The Darden and Wharton Business Schools

Executive Business Certifications

Skills
Spanish