Revinova Appoints Kiran Nataraj as Chief Commercial Officer

Kiran Nataraj, Ph.D., former Syneos Health and RQM+ BD leader, joins Revinova as Chief Commercial Officer to drive adoption of AI agents in clinical trials.

MALBOROUGH, MA, UNITED STATES, October 5, 2026 /EINPresswire.com/ -- Revinova, an enterprise AI agent and learning platform for the clinical trial industry, today announced the appointment of Kiran Nataraj, Ph.D., as Chief Commercial Officer. Nataraj will lead Revinova's business development, sales and partnership strategy, working closely with the company's product, clinical and customer success teams to bring AI-powered protocol training and knowledge agents to sponsors, CROs and research sites.

About Kiran Nataraj
Nataraj brings more than 15 years of commercial experience in life sciences, most of it selling complex, long-cycle solutions to pharmaceutical, biotech and medtech sponsors and to CROs. He joins Revinova from RQM+, a full-service CRO, where he served as Senior Director of Business Development. Before that, he held the same role at Syneos Health and at AMRA Medical, where he led sales of imaging biomarker and clinical data analytics solutions for clinical trials across metabolic, neuromuscular and rare diseases.

Earlier in his career, Nataraj held senior sales roles at PerkinElmer and Olympus Scientific Solutions, supporting preclinical and drug discovery research. He began his career as a neuroscientist at Brandeis University, publishing peer-reviewed research in Nature, Neuron and the Journal of Neuroscience. He holds a Ph.D. in Biomedical Engineering and Neuroscience and an M.S. in Biomedical Engineering from The University of Akron.

"Kiran understands how sponsors and CROs evaluate new technology, and he has spent his career earning the trust of clinical and scientific leaders," said Caleb Costa, CEO and co-founder of Revinova. "Clinical trial organizations are under real pressure to activate sites faster and keep teams aligned as protocols evolve. Kiran's scientific grounding and deep CRO relationships will help us move customers from pilot to measurable impact across their studies."

"Protocol complexity keeps rising, and much of the knowledge sites need still lives in documents that are hard to use in the moment," said Nataraj. "Revinova turns approved SOPs, protocols and training content into answers people can trust, inside the tools they already use. I'm excited to help sponsors and CROs put that to work in a way their quality and compliance teams can stand

behind."

About Revinova
Revinova helps life sciences organizations turn SOPs, protocols, training content and institutional knowledge into AI-powered learning experiences and AI agents that surface trusted answers from company-approved content. Its clinical trial solution supports faster site activation, more consistent protocol training across global sites, and ongoing learning reinforcement throughout the study lifecycle. The platform combines an LMS with agentic AI, runs on AWS Bedrock, and is SOC 2 Type II and HIPAA certified. Revinova is headquartered in Marlborough, Massachusetts. Learn more at revinova.ai.

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