

JAVIER FERNANDEZ

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education

- 2016-2018 **HARVARD BUSINESS SCHOOL - MBA** **BOSTON, MA**
Healthcare Club, Rugby Club, Latin American Club.
- 2012-2014 **NORTHWESTERN UNIVERSITY - MS in Engineering Design and Innovation** **EVANSTON, IL**
Industry projects: P&G Fabric and Home Care, Samsung Mobile, Mexican Government anti-corruption initiative.
- 2005-2009 **STANFORD UNIVERSITY - BS in Mechanical Engineering** **PALO ALTO, CA**
President - International Undergraduate Community. Oversees studies in Germany, Rugby Club.

Experience

- 2022 - present **BATON SUCCESSION** **DENVER, CO**
Single operator searching for a business to buy and directly manage in Colorado.
- 2018 - 2022 **WATERS CORPORATION** **BOSTON, MA**
Director Clinical Division – Commercial Excellence
Developed and deployed new commercial organization of 40+ individuals, including productivity and effectiveness programs and compensation strategy to drive sales of \$220M Clinical Division.
Director Clinical Market Development
Own key strategic initiatives to achieve double-digit growth of global Liquid-Chromatography/Mass-Spectrometry Clinical Diagnostics business, focused on Newborn Screening, Toxicology, Clinical Research, and adjacent markets.
 - 2020 & 2021 Strategic planning process business leader – Clinical Diagnostics.
 - Mass Spectrometry based COVID 19 testing – new product development and commercialization strategy.**Senior Clinical Distributor Manager**
 - Establish Waters clinical product distributor strategy and management process- APAC, LATAM, EMEA.
 - Clinical mergers & acquisitions – start-to-finish due diligence and integration team leader of acquired clinical software company with world-wide customer base, including development of financial model.**Corporate Development Manager**
 - Manage acquisition pipeline – evaluate and rank technology, financial performance, operations and strategic fit across all market and product categories.
 - Led seven cross-functional diligence team sprints, resulting in two acquisitions.
- 2017 **EMBERA NEURO-THERAPEUTICS** **BOSTON, MA**
Assistant to the CEO, Financing
Oversaw financing efforts at addiction-focused pharmaceutical startup seeking to raise \$20M series B round.
 - Modeled NPV of cocaine and smoking addiction treatment drug entering phase-2 effectiveness studies.
 - Created dilution analysis, cap table, and note conversion models for quarterly board meetings.
 - Assisted with diligence and bid preparation for potential public offering through reverse-merger transaction.
- 2014 - 2016 **SIGMA ALIMENTOS, ALFA GROUP** **MONTERREY, MEXICO**
Engineering Design Manager, R&D
Implemented novel food processing technologies for multi-national meat and dairy consumer products company. Created organizational tools to accelerate flow of new product ideas through innovation funnel.
 - Led team of four engineers to implement company-first Manufacturing Execution System in ham slicing lines, trained 25 senior line operators and plant management. Resulted in spoilage reduction of 250 tons per annum.
 - Designed company-wide frameworks for selection of X-Ray, Artificial Vision and Infra-Red inspection systems for processed meat products in Mexico, Europe and the United States.
- 2009 - 2012 **PROTEUS DIGITAL HEALTH** **REDWOOD CITY, CA**
Mechanical Engineer
Developed manufacturing equipment and processes for medical device company specializing in ingestible devices.
 - Generated FDA qualification and process documentation, trained operators, and oversaw handoff to production team following regulatory guidelines. FDA audit process resulted in device approval.
 - Design lead for product release test system used to mimic environment of human stomach. Correlated clinical trial data with system test results to validate and release product to market.
 - Created mechanical models, prototypes, and technical drawings for production equipment.

personal

US Permanent Resident (Green-card). Native Spanish speaker. Enjoy fly fishing, hiking, metal machining.