

## Contactar

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www.linkedin.com/in/josefina-correa (LinkedIn)

## Aptitudes principales

Project Management

Leadership

Biotechnology

## Languages

Spanish (Native or Bilingual)

English (Full Professional)

## Certifications

Project Management Professional (PMP)

Current Good Manufacturing Practices (cGMP)

Licensing Academy, Intellectual Property and Technology Commercialization

## Honors-Awards

Certificate of Academic Excellence

BioBusiness Internship Certificate of Excellence

Certificate of Excellence Entrepreneurship

Graduate Studies Merit Based Scholarship

Junior Research Scholarship

# Josefina Correa

Program Manager | Bringing innovations to life  
Los Ángeles

## Extracto

Working at the intersection of scientific discoveries and the business world, bridging gaps and translating languages between the two. Experienced in entrepreneurship, innovation and technology transfer.

## Experiencia

### Larta Institute

3 años 1 mes

#### Project Management Consultant

octubre de 2020 - Present (11 meses)

#### Program Manager, Life Sciences

julio de 2019 - octubre de 2020 (1 año 4 meses)

Los Angeles, California

- Planned and executed the National Institutes of Health's Commercialization Accelerator Program managing 70 startups a year
- Led the creation and execution of HEAL, a new commercialization acceleration program in partnership with BioLabs and The Lundquist Institute for startups in life sciences
- Developed and nurture strategic partnerships
- Managed relations with key program stakeholders, mentors, and entrepreneurs
- Worked with startups in life sciences to identify their commercial needs and introduced them with expert resources and industry leaders
- Introduced and implemented new tools for more efficient program management
- Helped secured external sponsorship for events and successfully negotiated special rates with event vendors
- Tracked program metrics and created reports
- Revamped and led the Internship Program: planning, supervising, and coordinating intern activities

## Program Associate

agosto de 2018 - junio de 2019 (11 meses)

Los Angeles, California

## Xeptiva Therapeutics

Chief Executive Officer

diciembre de 2020 - Present (9 meses)

Montevideo, Uruguay

Xeptiva develops first-in-class immunotherapies for the treatment of neurogenic inflammation in companion animals.

## Hattrick IT

VP Business Development

noviembre de 2019 - octubre de 2020 (1 año)

Los Angeles, California

- Worked hand-in-hand with company executives in the development of marketing & sales plan, and financial forecast model
- Conducted business development efforts in the US, outlining product benefits and competitive advantages to potential clients and fostering the relationship with current ones

## BioInformatics Inc.

1 año 9 meses

Senior Market Analyst

junio de 2018 - agosto de 2018 (3 meses)

Greater Los Angeles Area

- Led the "Latin America Lab Instrumentation" project, implementing new processes to increase productivity from past projects.
- Trained analysts in survey writing and data analysis procedures.
- Developed strategic insights to satisfy customer needs.

Market Analyst

diciembre de 2016 - mayo de 2018 (1 año 6 meses)

Greater Los Angeles Area

- Led the "Molecular Diagnostics Market" project, delivering on time and within budget.
- Developed new procedures to ensure a better workflow between company's offices.
- Evaluated public financial data, combine qualitative information and compose well-structured descriptions of the current market situation for laboratory instrumentation industry participants.

- Gathered secondary research, synthesize findings and produce customer-ready drafts of final reports.
- Designed survey questions, analyze data in Qualtrics and develop insight to survey findings.
- Worked in multiple projects simultaneously, using Microsoft Excel, Microsoft Word and Microsoft Power Point extensively.

## Novavax

### Policy & Market Access Graduate Intern

mayo de 2016 - julio de 2016 (3 meses)

Gaithersburg, MD

- Analyzed and tier potential partners for leverage the mission of the commercial team working closely with the Vice President of Government Affairs & Public Policy.
- Researched on vaccination programs within a potential target market for Novavax's phase III vaccine.
- Worked for the Marketing department identifying environmental and population factors that can be directing the differences in seasonality for an infectious disease among states in the US.

## BioHealth Innovation, Inc.

### Business & Research Analyst / Consultant for Latin America

julio de 2015 - julio de 2016 (1 año 1 mes)

Rockville, MD

- Evaluated the commercial potential of patented technologies and established collaborations between academia, startups and pharmaceutical companies.
- Worked with Relevant Health incubated companies. Closely analyze and leverage the performance of Werbie, LLC, an IT Health company.
- Negotiated the partnership between Parque Científico y Tecnológico de Pando (Uruguay) and BioHealth Innovation to strengthen the uruguayan scientific community commercial capabilities.
- Analyzed the commercial application of health-related technologies from Uruguayan research institutions, universities and accelerators to partner with US institutions, focusing on technology transfer. Strengthen the relation between Uruguayan and US scientific communities.

## Georgetown University

### Research assistant

diciembre de 2014 - diciembre de 2015 (1 año 1 mes)

Washington D.C.

- Managed Food Biotechnology course improvement by the design and develop of molecular biology assays.
- Developed new protocols to implement in laboratory session with students.
- Assisted as TA of the Food Biotechnology laboratory course.

## OncoPlex Diagnostics

### Sales & Marketing Graduate Intern

junio de 2015 - octubre de 2015 (5 meses)

Rockville, MD

- Worked hand-in-hand with the marketing director writing and designing marketing materials that will consistently and accurately deliver the message of the company in a creative way in compliance of regulations.
- Researched on competitor's strengths and analyze possible new approaches for the company.
- Prepared Journal Clubs

## Universidad de la República

### Research assistant in Molecular Food Traceability Laboratory

mayo de 2012 - agosto de 2014 (2 años 4 meses)

Montevideo, Uruguay

- Proficient in DNA extraction, usage of PCR and qPCR for the detection of animal and vegetable species (including GMOs) in food samples.
- Managed interdisciplinary projects regarding teaching, research and science communication.
- Led staff training sessions and courses of around 10 students.

## Bromatology department - Intendencia Municipal de Montevideo

### Professional technician

marzo de 2014 - julio de 2014 (5 meses)

Montevideo, Uruguay

- Developed protocols for the improvement of food traceability.
- Conducted staff training in the use of qPCR for Food Traceability purposes.
- Contributed with the writing of regulations for labeling of Genetically Modified Foods in Montevideo, Uruguay.

## Independent Consultant

## Project Assistant

julio de 2012 - diciembre de 2012 (6 meses)

Montevideo, Uruguay

- Gain in-depth experience in the development of a market study for a particular vaccine.
- Assist in the design of the structure and equipment for a production plant of a BSL3 vaccine.
- Manage the detailed schedule of activities in the project so that deadlines were met in required time.

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## Educación

### Georgetown University

Master's Degree, Biotechnology (major in Biobusiness) · (2014 - 2016)

### University of California, Los Angeles

Certificate in Project Management · (2018 - 2019)

### Universidad de la República

Bachelor's Degree, Biological Sciences - Major in Biotechnology and Molecular Biology · (2009 - 2013)