

## Contact

fertorresnavarrete@hotmail.  
com

[www.linkedin.com/in/fernandotn](https://www.linkedin.com/in/fernandotn)  
(LinkedIn)  
[fernandotn.github.io](https://fernandotn.github.io) (Personal)

## Top Skills

Artificial Intelligence  
Strategic Planning  
Business Strategy

# Fernando Torres Navarrete

Stanford MSx Sloan Candidate  
Stanford, California, United States

## Summary

An accomplished and driven healthcare and technology professional, Fernando Torres is passionate about merging innovation and healthcare to improve patient outcomes. With more than a decade of experience in the pharmaceutical industry, Fernando is currently spearheading the business development area and managing a diverse pipeline of over 78 novel molecules.

Fernando has a strong background in biotechnology, pharmaceuticals, and medical devices, with extensive experience in strategic planning, product development, and commercialization. His expertise in navigating complex regulatory environments and fostering strategic partnerships has consistently contributed to the successful launch and growth of numerous healthcare products and solutions.

In his current role, Fernando has been instrumental in establishing and nurturing relationships with key stakeholders, including researchers, clinicians, and government bodies. His ability to identify and leverage new opportunities has led to the expansion of the company's market presence and the acceleration of product development.

Fernando holds a Bachelor's degree in Industrial Engineering and strong knowledge in Computer Science with a focus in Machine Learning, equipping him with a unique blend of technical knowledge and business acumen. He is a strong advocate for continuous learning and frequently attends conferences, workshops, and seminars to stay abreast of the latest developments in the healthcare and technology sectors.

An empathetic and visionary leader, Fernando is dedicated to creating a positive impact on global health through the integration of cutting-edge technology, research, and patient-centered care. His unwavering commitment to excellence and penchant for

collaboration have earned him the respect of his peers and the loyalty of his team members.

Feel free to connect with Fernando to explore potential collaborations, share insights, or discuss the latest trends in healthcare and technology.

---

## Experience

### CHINOIN Productos Farmacéuticos S.A. de C.V.

7 years 3 months

#### Business Development Director

January 2024 - Present (2 years)

I lead a team of 11, overseeing strategy for a pipeline of 160+ products across the continent. I negotiate global partnerships, guide market expansion, mentor managers, and drive cross-functional collaboration internally. Align the company's growth strategy with the CEO and help present it to the Company's Board.

#### Senior Business Development Manager

November 2022 - January 2024 (1 year 3 months)

I oversaw BD activities in Mexico, USA, Central, and South America. Managed a team that included 2 managers, leading negotiations with pharma companies across the globe. Developed market entry strategies, expanded the pipeline 4-fold, and supervised product launches. Coordinating internal departments.

#### Business Development Manager

November 2020 - November 2022 (2 years 1 month)

As BD Manager, I managed 3 analysts to evaluate new product opportunities, identified potential products globally, and negotiated contracts with international pharma companies. Led individual projects to launch products, coordinating with 40+ cross-functional team members to ensure timely market entry.

#### Project Leader

October 2018 - November 2020 (2 years 2 months)

Within the commercial area was in charge of evaluating new generic brands of molecules that we would launch onto the market. I would coordinate with the business development team in order to align the commercial needs and

pass the requirements for the assigned project to over 30 people in different departments.

## FerminTech

### Founder

January 2017 - January 2019 (2 years 1 month)

Mexico City Area, Mexico

Built a platform that uses Convolutional Neural Networks (A.I.) to identify lung nodules from medical images. With the most sketchy nodules, the model is able to figure out the probability that a patient may present lung cancer with an accuracy that matches that of certified Radiologist.

## SAHNA

### Chief Technology Officer

September 2017 - October 2018 (1 year 2 months)

Using Angular 2, Node.js, Express, MongoDB and all the tools in between, developed a platform that figures out our patients risk of presenting certain conditions such as Diabetes and Hypertension, and puts them through a personalized plan that includes Nutrition, Physical activity, and Health recommendations.

## INNOVASALUD

### Product Manager

September 2016 - September 2018 (2 years 1 month)

Mexico

## Socially MX

### Co Founder

July 2015 - July 2016 (1 year 1 month)

Mexico City Area, Mexico

Socially is a marketing and communications company specialized in digital and social media advertising, sales promotion, direct marketing and brand positioning consulting.

## Solcom de Ameirca Latina SA de CV

### Project Assistant

July 2014 - March 2015 (9 months)

Mexico

Helped in the sales pipe for the popular Salesforce CRM system.

ERP Soluciones

Tech Team

February 2013 - June 2014 (1 year 5 months)

Helped in the implementations of Oracle Solutions. From the traditional Oracle DB all the way to more industry centric solutions.

---

## Education

Stanford University Graduate School of Business

Master of Science - MSx, Management (Stanford MSx Program, Sloan Fellow) · (July 2025 - June 2026)

Universidad Iberoamericana, Ciudad de México

Engineer's degree, Industrial Engineering

Instituto Cumbres Vista Hermosa