



## SANDRA SÁNCHEZ-OLDENHAGE

[www.linkedin.com/in/sandrasanchezoldenhage](http://www.linkedin.com/in/sandrasanchezoldenhage)

BIOPHARMA & HEALTHCARE SR. EXECUTIVE | BUSINESS GROWTH STRATEGIST | COMMERCIAL EXPERT | START-UP, MATURE & TURNAROUND | GLOBAL MARKETS | CORPORATE BOARD EXPERIENCE | FLUENT IN SPANISH

### VALUE-ADDED EXPERIENCE FOR BOARDS

**Qualified as a "Life Sciences expert,"** Sandra is a bi-cultural, **fully bilingual** seasoned life sciences senior executive with 35 years of operational global experience consistently leading mature, start-up & turn-around/re-structuring endeavors into tangible profitable growth within diverse international markets.

With skilled management of teams comprising over **5,000 employees** and proficiently navigating a substantial **US\$1.5B P&L**, Sandra's professional journey encompasses renowned companies including **Pfizer, Novartis, Merck, and Amgen.**

Sandra's unique perspective on **business strategy** has enabled her to identify and capitalize on unexplored markets and business ventures both nationally and internationally, launch groundbreaking treatments, develop go-to-market & life-cycle management strategies for uniquely breaking into new markets, transforming the sector and positively impacting people's lives.

Moreover, her expertise in navigating complex and challenging environments has **been instrumental in shaping public policy** dynamics, whether it be regulation, by-laws, or advocating for enhanced access to innovation. Her proficiency in developing lucrative partnerships and forming global/regional strategic alliances, while fostering collaboration across diverse sectors and leaders, stands as a testament to her exceptional ability to **drive transformative change and deliver sustainable outcomes.**

Sandra's ability to find **creative solutions and drive innovation** has led to numerous successful projects and initiatives in the sector, establishing her reputation as a results-oriented leader and making her a **leading authority in the healthcare sector.**

**Integrity, passion, drive, and resourcefulness** define who Sandra is.

### BOARD EXPERIENCE

- Director on private corporate boards since 2010: BANORTE (financial institution), NAFINSA (development bank), FENIX Holding (health investment venture), GRESMEX (healthcare company), Farmapiel (dermatology company), SOHIN (hospital solutions company), Reforma Newspaper, among others.
- Director on non-profit boards such as Save the Children, Young President Organization (YPO), Anahuac University's VERTICE excellence program.
- Director on the board of chambers such as the American Chamber of Commerce (AMCHAM) and the National Chamber of the Pharmaceutical Industry (CANIFARMA)
- Chair of the PHARMA Industry trade association (AMIIF)
- Chair of different board committees: Compensation & Governance, Fund-Raising, and Communications & Strategic Planning.
- Active mentor of organizations such as Endeavor and MassChallenge impacting high-impact entrepreneurs and accelerating start-up initiatives.
- Active member of Ernst & Young's (EY) Board network

### BOARD TRAINING

- **GEORGE WASHINGTON SCHOOL OF BUSINESS**, Washington, WA  
Executive "On the Board" Program (2013 first generation) – developed in conjunction with the IWF.

- Director of private corporate, foundation, community, non-profit, and mutual fund complex boards. Experience includes chairing the PhARMA Industry trade association and the following committees: Compensation & Governance, Fund-Raising, Diversity, and Communications & Strategic Planning.
- Women Corporate Directors (WCD) member
- IWF member (International Women's Forum)

## CAREER CHRONOLOGY

**NOVARTIS AG** - Regional General Manager, VP, LATAM (NYSE: NVS); Spearheaded comprehensive strategies across 29 countries, achieving double-digit growth and operational excellence across the region.

**AMGEN INC. / BIOGEN Inc.** - General Manager & Country President (NASDAQ: AMGN / NASDAQ: BIIB); Pioneered the in-country operations and expansion of two biotech giants. Propelled their growth, while influencing policy and regulations, thus cementing their status as industry leaders.

**MERCK & Co Inc.** - Pain & Inflammation Head (NYSE: MRK); Orchestrated and deployed the successful launch of blockbuster drugs across global markets, driving exponential growth to become leader in their segment, while reshaping the competitive landscape.

**PFIZER INC.** - Regional VP, Latin America (NYSE: PFE); Engineered and led the turnaround of underperforming portfolios, through effective restructuring strategies and strategically repositioning the organization for sustained profitability.

## EDUCATION

### **HARVARD BUSINESS SCHOOL, Boston, MA**

Executive Leadership Development Program II (2011)

### **HARVARD BUSINESS SCHOOL (HKS) & University of Cambridge's Judge Institute of Management, Boston & UK**

The Fellows Program – International women's Foundation (IWF)

Global Executive Leadership Development Program for Next-generation Women Leaders (2007-2009)

### **HARVARD BUSINESS SCHOOL, Boston, MA**

Executive Leadership Development Program I (2003)

### **INSTITUTO TECNOLOGICO DE ESTUDIOS SUPERIORES DE MONTERREY (ITESM), Mexico City, Mx**

Post Graduate Program - MBA (1996-1997)

### **UNIVERSIDAD INTERCONTINENTAL, Mexico City, Mx**

Bachelor's Degree in business administration (1988-1993) | Honor-roll (3.9/4.0 GPA)

## HONORS / AWARDS / ACKNOWLEDGMENTS

- Named one of the top 50 most powerful businesswomen in the country (Mexico) by CNN Expansion & Forbes, year after year, since 2006.
- Nominated by Pharma Exec's in the USA as one of 17 Emerging Pharma Leaders in 2015.
- Awarded the Yacatecuhtli and Excellence Award by the US Ambassador Anthony Wayne, First Lady Margarita Zavala and the American Chamber of Commerce for leadership and impact on gender diversity. Established and chaired the Diversity Committee while on the board of the Chamber.