**Christina Nacos, PE** (720) 217-7558 cmn529@gmail.com

**Senior Supply Chain Strategy and Business Development Leadership**

**Pharma / Biotech / Tech Transfer / Network Optimization / Regulatory Strategy / Engineering / Sourcing**

**Global Supply Chain / Program & Project Management / Strategic Alliances & Development**

Global technical, business and regulatory expertise in developing strategies and alliances for supply assurance and cost reduction in the pharmaceutical industry. Especially strong in supply chain risk management to address weak areas and seize growth opportunities. Adept at…

* **Enhancing top- and bottom-line revenue**
* **Optimizing API network performance**
* **Evaluating and selecting international vendors and partners**

BS, Chemical Engineering, emphasis in Biotechnology, University of Colorado, 1997. Graduate Certification Engineering Management with Quality Emphasis, University of Colorado. PE, Chemical Engineering, Colorado. Project Management Certification, ESI International/George Washington University, 2013. Regulatory Affairs Certificate, RAPS, 2017.

**Selected Accomplishments**

**Supported global expansion.** Created Hospira’s first API long range forecasts**. E**nsured API needs and supplies were aligned to support Global Expansion (GE) initiative. Provided senior corporate decision makers with API long range planning, supply chain strategies and global expansion markets guidance.

**Forged alliances to rein in spiraling costs**. An API site’s manufacturing costs were rising. Arranged a quick fix to lower the cost. The KSM (key starting material) was 50% of cost and came from biomass extract. Negotiated a deal to purchase the biomass directly from the seller, transport it to an Indian extractor, and ship the final KSM to the Hospira site. Overcame significant logistical, technical and regulatory hurdles. Dropped the KSM price by 40%.

**Solved a crucial capacity problem**. Analyzed network capacity to support long range plan. Determined the India facility would have huge capacity issues when Product X launched, the biggest launch and first-to-market opportunity in the pipeline. Under tight time constraints, devised a capacity model, regulatory strategy and project plan. Won corporate approval and appointment to champion the $8M project that was completed on time and to specification.

**Refined sourcing, cutting costs and improving supply assurance.** Lack of strategic sourcing was leading to shutdowns, excessive costs, rush deliveries and more. Took over sourcing API’s. For each product, sourced one low cost ‘riskier’ supplier and one supplier from the western hemisphere (less risk). Championed the alternate sourcing implementation. Multiple suppliers for product filings allowed for lower pricing negotiations, supply assurance, and global expansion.

**Created a formal overarching Technology Transfer process**. Forged a group which included each site department that brainstormed all the tasks and deliverables required for a successful TT. Translated the technology transfer process into working guidelines and an SOP. All tech transfers that used the TT Process were successful.

**Managed one of the company’s largest technology transfer projects.** For a project that was a first-to-market opportunity and the biggest product launch at the time, navigated a complex global regulatory maze. Used the TT SOP and checklists to organize the team and developed a global filing requirements matrix for the API. Achieved the most productive TT in site history.

**Employment History**

**Process & Project Engineer** (Oligonucleotides), Corden Pharma Colorado, 2016 to Present (temporary contract). Lead startup of the oligonucleotide program, implementing at medium to large scale manufacturing. Serve as SME for specifications and design of large scale oligo equipment for $15M+ capital project. Guide and contribute to several project teams.

**Senior Manager, Active Pharma Ingredient (API) Strategy -** Pfizer/Hospira - 2013 – 2016. Promoted to create an API master strategy to optimize API network. Focused on capital investments, vertical integration, strategic partnerships, alternate sourcing, joint ventures and divestures.

**Technology Transfer Manager -** Hospira Boulder, Inc. - 2008 to 2013. Promoted to this new position to manage 11 API projects from development through commercial process validation. Coordinated EHS, Quality, Validation, project engineering, manufacturing, and development departments to achieve successful and on-time start-ups.

**Process Engineer III -** Hospira Boulder, Inc. - 2003 to 2008. Responsible for evaluating process safety and writing process safety guidelines for the site. Performed process fit and throughput analyses for potential projects. Analyzed data and statistical significance through design of experiments.

**Senior Process Development Engineer -** Roche Pharmaceuticals - 1999 to 2002. Responsible for process development, costing, throughput analysis, scaling, registration batches, and technology transfers on first and second generation active pharmaceutical processes.

**Process Engineer -** Roche Pharmaceuticals - 1997 to 1999. Scaled, designed, implemented, started-up, supported and optimized three chemical pharmaceutical synthesis steps in large scale manufacturing.