

Andres A. Larrea, PhD

PROFESSIONAL EXPERIENCE

Galatea Bio, Hialeah, FL

06/2022 – Current

Galatea Bio is a biotechnology company with a mission of advancing precision health for all.

VP Genomic and Commercial Operations

- Build out genomic products to support growth of diversity biobank.
- Establish commercial strategy and build the team to deliver on key performance and growth metrics.

Pacific Biosciences, Menlo Park, CA

05/2010 – 05/2022

Pacific Biosciences (PacBio) is a next generation sequencing company focusing on delivering high quality long reads that can transform our understanding of underlying genomic biology.

Director, Business and Corporate Development

05/2020-05/2022

- Identify gaps in end-to-end workflow that impact customer success. Establish build/buy/partner strategy to help address those gaps.

Sr. Manager, Field Business Development

01/2018 – 5/2020

- Develop strategy for expanding business opportunities in North America
- Engage directly with strategic decision makers and funding agencies to build sales momentum.
- Identify new scientific markets that can be uniquely served with long reads and do gap analysis to determine what a “full product solution” looks like for that research group.

Executive Key Account Manager

07/2017 – 01/2018

- Integrate long read sequencing into strategic translational and clinical accounts across east coast of US.

Senior Sequencing Sales Specialist

01/2015 – 6/2017

- Expand all aspects of sales in the southeast US. More than 4.7M in total sales across region in 2015 and over 7M in 2016.
- Responsible for developing market opportunities into new territories (Mexico and Colombia)

Senior Applications Sales Representative

01/2013 – 12/2014

- Driving technology adoption across the east coast –23 states and 3 Canadian provinces
- Region sales increased from 1.5M in 2012 to more than 4.1M in 2014

Field Applications Scientist (FAS), Manager

06/2012 – 01/2012

- Responsible for key accounts and collaborations across the Southeastern US
- Managed three direct reports covering the 16 sites across the southeastern US
- Designed and executed a collaboration with the CDC to more quickly and efficiently sequence human influenza

Field Applications Scientist II

05/2010 - 12/2011

- Presented technical talks in support of sales team at universities and institutes
- Developed resources for RS commercialization including documents and presentation materials

National Institute of Environmental Health Sciences, Research Triangle Park, NC

06/2008 - 05/2010

IRTA Post-Doctoral Fellow

- Developed and managed four independent projects
- Introduced next generation sequencing technologies to the lab to improve efficiency and cut costs

University of Miami, Miami, FL

Consultant

11/2007 - 05/2008

- Developed an SQL database to consolidate and synthesize large amounts of data on metabolic pathways

Research Associate

05/2001 - 05/2008

- Collaborated with a top-tier biotech company in product planning sessions
- Obtained and managed an independent NIH pre-doctoral fellowship to support research training

Florida International University, Miami, FL

Summer 1999 & 2000

Research Assistant

- Developed project that served as the foundation for a doctoral thesis and a post-doctoral project

PUBLICATIONS

Liberti SE, **Larrea AA**, Kunkel TA. Like DNA replication, eukaryotic DNA mismatch repair is intrinsically asymmetric. Submitted.

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Larrea AA, Lujan SA, Nick McElhinny SA, Mieczkowski PA, Resnick MA, Gordenin DA, Kunkel TA. Genome-wide model for the normal eukaryotic DNA replication fork. *Proceedings of the National Academy of Sciences*, 2010.

- Evaluated by the Faculty of 1000 - top 2% of published articles in biology and medicine
- Featured on MDLinx

Larrea AA, Lujan SA, Kunkel TA. SnapShot: DNA mismatch repair. *Cell*, 2010.

Garcia-Diaz M, Bebenek K, **Larrea AA**, Havener JM, Perera L, Krahm JM, Pedersen LC, Ramsden DA, Kunkel TA. Template strand scrunching during DNA gap repair synthesis by human polymerase lambda. *Nature Structural and Molecular Biology*, 2009.

Larrea AA, Pedroso, IM, Malhotra A, Myers RS. Identification of Two Aspartic Acid Residues Required for DNA Digestion by a Novel Thermophilic Exonuclease VII in *Thermotoga maritima*. *Nucleic Acids Research*, 2008.

AWARDS AND RECOGNITION

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| Fellows Award for Research Excellence - National Institutes of Health | 2009 |
| • Awarded to NIH Fellow for innovative research projects communicated in a concise, well-written abstract | |
| Carl Storm Underrepresented Minority Fellowship - Gordon Research Conference | 2007 |
| • Invited to international science conference; recognized as top performing minority based on novelty of research | |
| Best Graduate Student Talk – American Society for Microbiology | 2006 |
| • Recognized at annual conference for outstanding lecture among 20 competing graduate students | |
| Kirschstein-NRSA Predoctoral fellowship - National Institutes of Health | 2003-2008 |
| • Provides full support training, coursework and stipend to excellent doctoral candidates | |

EDUCATION

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| University of Miami, Miami, FL
PhD in Biochemistry and Molecular Biology | May 2008 |
| Florida State University, Tallahassee, FL
BS in Chemistry
Fluent in English, Spanish and French (Diplome National du Brevet, 1994) | May 2001 |

STRENGTHS

- Laboratory**
- Molecular biology: cloning, bacterial genetics, yeast genetics, NGS (Illumina and PacBio)
 - Biochemistry: structural biology, enzyme characterization, protein expression and purification
- Leadership**
- Managed direct reports with a focus on customer service
 - Project management and product development
- Communication**
- Synthesizing large amounts of data
 - Excellent oral presentations
 - Strong technical and non-technical writing skills
 - Submitted four ideas for IP review
 - Delivering messages to C-level executives