Christopher Tossas-Betancourt, Ph.D.

chris@tossas.ai | linkedin.com/in/tossas | Boston, MA

PROFESSIONAL EXPERIENCE

Chemify – *Manager, Strategy and Business Operations* **04/2026 – 08/2026**

- **Established the company's monthly competitive intelligence brief** incl. a 1-page synthesis backed by automated signal ingestion, and data enrichment / quality check
- **Built a BD prospecting engine screening 6k+ funded biotechs** (e.g., via clinical registries, funding databases) into a prioritized partner pipeline with investor networks, supporting growth strategies to identify revenue opportunities and close capability gaps

CenterWell Sr. Primary Care - *Clinical Strategy & Program Development Lead* **2025 – 2026**

- **Supported launch of Patient Segmentation project** by preparing role-specific materials (e.g., central & regional leadership, providers) highlighting objectives, tool outputs, and roll out plan
- **Owned the analytics workstream for Patient Segmentation roll out, building models and Power BI dashboards** (e.g., go-live readiness for Wave 1 "pods", staffing feasibility, utilization)
- **Prepared Complex Care's materials** for Humana's Clinical Quality Committee Board meeting

McKinsey & Company – *Associate* **2023 – 2025**

Experience with Pharma/Biotech clients

- **Led 7+ projects with multi-disciplinary teams** (e.g., Finance, Commercial, R&D, Strat & Ops) across an array of topics (e.g., launch, forecasting, due diligences, growth, org restructuring)
- **Built 10+ product / market forecasting models leveraging client's PnLs, survey results, and market research** to shape assumptions and capture the impact of recommended strategic initiatives, predicting from tens to hundreds of millions of dollars in impact
- **Led competitive intelligence research for Pharma companies across 3+ projects** to understand competitors' ev gen, capabilities, pipeline products, and portfolio performance (e.g., demand by product, age, channel) to shape hypotheses of competitors' strategy and future actions
- **Designed, launched, and analyzed multiple surveys** (n = 1k+ respondents) **to understand the influence of messaging themes** on prescribing behaviors for therapeutics / vaccines

Experience with Healthcare clients

- **Supported build-up of the Healthcare service team's materials for payer- and provider-specific proposals** (e.g., growth, patient segmentation, care models for the high-need patients)
- **Identified and created strategic roadmaps for growth opportunities** for a large-scale kidney care provider, including the stand up of an integrated LTC pharmacy with clinical pharmacy services
- **Developed a dashboard to identify cost reduction opportunities** from avoidable C-sections

EDUCATION & AWARDS

University of Michigan

Ph.D. in Biomedical Engineering - *NSF GRFP Fellow, Rackham Merit Fellow* 2022

M.Sc. in Biomedical Engineering - *Summa Cum Laude* 2019

Authored 6 research articles, presented in 5 national conferences, mentored 3 undergraduate students

Georgia Institute of Technology 2016

B.S. in Mechanical Engineering with Highest Honors

PERSONAL

Skills: strategic commercial consulting, project management, executive communications, modeling, forecasting, cross-functional collaboration, data and analytics, complex care for high-need patients

Interests: tennis, volleyball, attending concerts, knitting, supporting DEI & recruiting initiatives