

IVAN GAJARDO

Startup & Innovation Advisor | DeepTech, HealthTech & Early-stage Growth

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PROFILE

Biochemist and Industrial Engineer with 10+ years of experience supporting scientific and technology-driven projects, startups and innovation organizations. Experience advising early-stage teams on project structuring, market assessment, business models, commercialization and operational readiness. Strong background in DeepTech, HealthTech and biotechnology, combining scientific understanding with business, operations and technology transfer experience.

CORE EXPERTISE

Startup advisory & early-stage development

Startup assessment • Project structuring • Business model • Market validation • Strategic roadmaps • Founder support

Commercialization & growth

Market analysis • Go-to-market • Sales process optimization • Business development • Partnerships • Growth readiness

DeepTech & technology transfer

Technology assessment • Technology transfer • Research-to-market • Commercialization pathways • Innovation ecosystems

Sector expertise

HealthTech • Biotechnology • Life Sciences • Diagnostics • Translational Research

MENTORING TOPICS

Market validation • Business model • Go-to-market • Sales process • Commercialization • Operational readiness • Scaling

PROFESSIONAL EXPERIENCE

Independent Consultant | Europe

2024 – Present

- Advise early-stage startups and innovation teams on project structuring, business models, market opportunities and development priorities
- Support founders in translating strategic challenges into actionable roadmaps and execution priorities
- Assess organizational and commercial readiness and identify gaps affecting growth and scalability
- Design and improve commercial and operational processes, including sales workflows, CRM, pipeline management and prioritization frameworks

Chief Operating Officer | C1DO1 | Europe

2022 – 2024

- Led operations and cross-functional execution within an early-stage technology startup
- Structured OKRs, product prioritization and operational processes during the company's growth stage
- Supported early commercial development and improvement of client acquisition and sales processes
- Contributed to fundraising preparation, organizational readiness and scaling strategy

Business Development Specialist | HubTec | Chile

2020 – 2022

- Supported technology projects and early-stage ventures emerging from universities and research centers in their development and commercialization
- Contributed to the assessment and prioritization of a portfolio of 600+ research and innovation projects
- Assessed technology maturity, market potential, business models and commercialization pathways
- Supported teams in identifying market opportunities, industry needs and potential strategic partners
- Coordinated researchers, entrepreneurs, companies and innovation ecosystem stakeholders

Scientific Project Manager | uBiome | USA & Chile

2018 – 2019

- Coordinated molecular diagnostics and microbiome R&D projects within an international biotech startup
- Bridged research and product development teams to support translational applications, including NGS-based diagnostic workflows

R&D Project Manager | Universidad de Chile | Chile

2013 – 2018

- Led molecular diagnostics and translational research projects in pediatric oncology within a hospital and academic research environment
- Coordinated multidisciplinary research teams in clinical research settings

EDUCATION

Industrial Civil Engineer — Universidad Federico Santa María

Master of Science (MSc) in Biochemistry — Universidad de Chile

Biochemist — Universidad de Chile

LANGUAGES

Spanish: Native | English: Full professional proficiency (C1) | French: Professional working proficiency (B2)