

Gustavo PETITO

PARTNER

AXCELPartners Brazil

Gustavo is a seasoned professional who has been helping companies accelerate their journey towards the future for the past 35 years, through a successful career in management consulting and in the pharmaceutical industry.

With more than 15 years of consulting experience, Gustavo worked for major consulting firms such as Booz-Allen & Hamilton and A. T. Kearney, mostly in strategic projects for large companies, with a focus in Strategy, Market analysis, Post-Merger integration, Financial modelling and Valuation, Business process reengineering, and Corporate Governance.

As an executive, Gustavo has 17 years of experience with major pharmaceutical companies, such as Pfizer and Abbott. His focus was in Business Development, Strategic Alliances, Portfolio Management and Market Intelligence, having completed more than 100 licensing deals and 2 major company acquisitions. Participated in the development and execution of Abbott's biosimilars strategy, having negotiated 15 different biologic molecules. Designed and helped implement a new Business Unit at Pfizer Brazil, that was the base of the spin-off of the branded generics business. Coordinated Pfizer's Board visit to Brazil in 2010 and made presentations to 3 different CEO's in their visits to Brazil. Led the integration of Wyeth in Brazil in 2009, and the acquisition of Teuto in 2010.

Gustavo holds an MBA from UCLA, and a BS in Aerospace Engineering from ITA. He is fluent in Portuguese (native), English, Spanish and French, having lived abroad for several years in different occasions (Los Angeles, New York, Paris and Monterrey/MX).