

Andres (Tonto) Otaño

USNA

Naturalized Citizen 1974

NAPS: Soccer, Tennis, Squash

USNA Major: Political Science (International Security Affairs)

- Participate / Organizational Assistance Naval Academy Foreign Affairs Conference (NAFAC)
- USNA '80 Class Crest Committee
- FOREX: 1st class Cruise Foreign Exchanged Argentine Navy
- Sports – Soccer

Foundation Contributor with Company matching gift

Lifetime Alumni member

27th Company representative (30+ years)

U.S. Navy

Reserve Duty (1992- Present)

Blue and Gold Officer Area 317 North Texas (Present)

Naval Intelligence Reserve Unit (Joint Reserve Base Forth Worth, Texas)

- *Special HUMINT Special Projects – CENTCOM*
- *Designator change to Foreign Area Officer*

Naval Intelligence Reserve Unit – Wright Patterson Air Force Base (Dayton, Ohio)

- *Operations Department Head- Support SHAPE and CENTCOM*

Active Duty (1980-1992)

Associate Director J2 Human Intelligence Supreme Allied Commander Atlantic Command (CINCLANT) Norfolk

- Direct support of HUMINT objectives during Desert Storm.

Fleet Intelligence Center Europe & Atlantic (FICEURLANT) Norfolk

- *Department Head Soviet Naval Weapon Systems & Platforms*

U.S. Naval Attaché U.S. Embassy Nicaragua

- Specialist Diplomat representative of the President and State Department in Naval Matters.

Assistant Naval Attaché U.S. Embassy Venezuela and Eastern Caribbean

- Specialist Diplomat representative of the President and State Department in Naval Matters

Defense Intelligence Agency

- *Intelligence Security Studies and Attaché Course*

Flag Lieutenant: Commander U.S. Naval Forces Southern Command Panama (SOUTHCOM Component)

- Direct support of Admiral's daily duties, scheduling, protocol, and administration. Directed Admiral personal security in Country and in Latin America

Deputy Operations Central and South America Commander U.S. Naval Forces Southern Command, Panama

- Direct support HUMIT objectives in El Salvador, Honduras, and other Latin America countries.
- Advisor El Salvador, Guatemala, Honduras. Counternarcotic /Insurgency operations Columbia, Peru, Ecuador.

Intelligence Officer- Human Intelligence Specialty

- Direct support of counterinsurgent operations including joint counter narcotics operations in Latin America.
- Intel AI – Various Squadrons

Surface Warfare USS O’Callaghan & USS Enterprise

- DCA & A- Gang

Civilian Career

Lundbeck Chicago and Copenhagen

- Senior Business Director Psychiatry/Neuroscience
- Brand Marketing Team- Psychiatry Products

Novo Nordisk, Princeton, New Jersey 2011-present

- *Diabetes Business Manager*

Takeda Pharmaceuticals North America, Chicago, IL 2007-2010

- *Sales Director Diabetes and Metabolic Division*

Pfizer Ince New York New York – Pharmaceutical Sales and Marketing

- *Sales Director Neuroscience Texas Specialty*
- *Sales Director Central Nervous System (CNS) Specialty*
- *National Sales Director Pediatric & Allergy Specialty Group*
- *Director of Sales Operations Specialty Division*

Professional Profile Expertise

Sales and Marketing	Merger Acquisitions	Business Development	Strategic Partnerships
Operational Effectiveness	Change Management	Global Operations	Cross-Matrix Operations
Situational Leadership	Emotional Intelligence	DISC: Dimension of Behavior	Type Coach

