

FAHED G. AL ESSA

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Executive Summary

Healthcare executive with 15+ years of experience leading transformation across hospital systems, digital therapeutics, and venture-backed health platforms in the U.S., LATAM, and GCC. Proven ability to drive strategic pivots, scale cross-functional teams, and integrate evidence-based interventions into clinical and operational workflows to improve outcomes and financial performance. Experienced in building sustainable healthcare infrastructure, aligning institutional stakeholders, and delivering measurable growth in complex, multi-market environments.

EXPERIENCE

VP Commercial | Mango Sciences | Riyadh, Saudi Arabia

Jul 2026 – Present

- Led Saudi Arabia commercial strategy and institutional business development for Mango Sciences' AI-driven oncology platform
- Built government and hospital relationships with target institutions including King Faisal Specialist Hospital, CNHI, and NUPCO
- Departed following company's reallocation of resources to a newly closed US market deal

CEO & Founder | Kilow (Sanabil Venture Studio) | Riyadh, Saudi Arabia

Jul 2024 – Apr 2026

- Founded and led Saudi Arabia's first integrated lifestyle intervention infrastructure platform embedding behavior-change into clinical care pathways for chronic disease prevention and management.
- Secured \$2.5M investment and built a 15-person cross-functional organization across product, engineering, medical, growth, and partnerships.
- Led pivot from DTC obesity treatment to a B2B2C chronic disease platform aligned with national preventive health priorities.
- Designed and operationalized the SHIFT model to integrate lifestyle modification alongside therapeutic guidelines.
- Built commercial, regulatory, and economic infrastructure to enable scalable institutional deployment.
- Achieved 80% user retention with an average subscription duration of 3.1 months.

CEO & Entrepreneur in Residence | Shams Health (BLDR Ventures) | Riyadh, Saudi Arabia

Nov 2023 – Mar 2024

- Led launch and early traction efforts for a direct-to-consumer digital therapeutic targeting lower back pain, overseeing product, engineering, and growth.

Global VP of Product | Examedi | Mexico City, Mexico

Sep 2022 – Sept 2023

- Led a 10-person global product organization across multiple LATAM markets.
- Defined enterprise product strategy aligned with multi-market growth and operational scalability.
- Directed full platform redesign and rebuild, improving user journey and service orchestration.
- Institutionalized a data-driven development culture, embedding analytics, experimentation, and research into roadmap decisions.
- Strengthened cross-functional alignment across product, medical, operations, and growth to accelerate iteration velocity.

Co-founder & CEO | Mayv | San Francisco, CA

Jan 2019 – Dec 2021

- Co-founded a digital therapeutic for chronic pain, translating evidence-based pain psychology into a scalable asynchronous care model.
- Led product strategy, fundraising, clinical positioning, and go-to-market execution.
- Designed digital care architecture enabling remote behavioral intervention without reliance on synchronous clinician time.
- Built and managed multidisciplinary teams across product, engineering, and clinical advisory.

MBA Summer Associate | Casa Verde Capital | Los Angeles, CA

Jun – Aug 2018

- Participated in the sourcing, evaluation, and diligence process of early-stage companies. Focus was on CPG brands and building a valuation matrix to assess brands in a nascent industry.

Business Development & Strategic Planning Director | Taiba Hospital | Kuwait

2014-2017

- Led hospital-wide 3-year strategic planning process, driving execution through accountable departmental leadership.
- Transitioned compensation to quality-based incentives, increasing patient satisfaction by 15%.
- Implemented quarterly budget reviews, reducing variance and improving financial predictability.
- Led ER reform reducing wait times by 30% and increasing specialist referrals by 40%.
- Modernized billing and revenue cycle systems, reducing cash collection cycle by 30 days.
- Launched homecare and geriatric services, contributing 5% new revenue within 12 months.

Founder & Chief Juicing Officer | Re Juice | Kuwait

2013-2017

- Founded Kuwait's first structured juice cleanse delivery concept; achieved sustained double-digit growth.
- Returned investor capital within first year and distributed 10% annual dividends.
- Implemented vertical integration strategy, sourcing 70% of produce internally and reducing costs by 50%.

Co-founder & CEO | BSG Partners | Kuwait

2013-2014

- Co-founded a healthcare technology venture focused on digitizing hospital billing and revenue cycle systems across Kuwait and Saudi Arabia.
- Raised \$300,000 in angel funding to develop and deploy revenue cycle management solutions.
- Built technology to improve coding accuracy, charge capture, and cash flow visibility within GCC hospital systems.

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Vice President | Marwood Group | New York, NY /Kuwait **2011-2013**

- Launched and established Marwood Group's International Office, leading expansion into the GCC region.
- Built regional business development strategy and secured relationships with government entities, healthcare institutions, and private sector stakeholders across the GCC.
- Advised clients on healthcare policy, regulatory landscapes, and market entry strategy within emerging Middle Eastern markets.
- Positioned the firm as a cross-border advisory bridge between U.S. healthcare stakeholders and Gulf institutions.
- Developed and managed strategic partnerships to support regional growth and long-term client acquisition.

Investment Analyst | Strategia Investment Company | Southport, CT

2010-2011

- Worked with the international investments group sourcing real estate investment opportunities in the major asset classes.

Junior Analyst | Wafra Investment Advisory Group, Inc. | New York, NY

2009-2010

- Completed a competitive nine-month finance rotational program spanning Private Equity, Real Estate, Securities, Structured Finance, and Hedge Funds.
- Achieved highest honors with distinction.
- Built advanced analytical, valuation, and cross-asset investment strategy expertise.

Researcher | **Wistar Institute** | Philadelphia, PA

2005-2008

- Conducted laboratory research focused on developing prototype immunotherapies and vaccine candidates targeting colorectal and melanoma cancers.
- Contributed to preclinical experimental design, molecular assay development, and translational oncology research.
- Worked within a multidisciplinary research team advancing early-stage cancer immunotherapy platforms.

EDUCATION

Masters of Business Administration | Haas School of Business, University of California, Berkeley

Dec 2019

- LAUNCH Accelerator Executive Team
- MENA Consulting Team

Masters of Public Health | School of Public Health, University of California, Berkeley

Dec 2019

Masters of Biotechnology | School of Engineering , University of Pennsylvania

May 2009

Bachelor of Art in Molecular Biology | College of Arts & Sciences, University of Pennsylvania

May 2008

Certifications

Basic Cuisine Certificate | Le Cordon Bleu | México City

Oct 2023

Food Systems Certificate | School of Public Health, University of California, Berkeley

Dec 2019

UX Design Certificate | University of California, Berkeley

May 2020

ADDITIONAL

LANGUAGES: Native English, Native Arabic, Working Spanish

HOBBIES: Cooking, hiking, cycling, water coloring, ceramics, and scuba diving.