

Boston LEAD # 31  
Leading Strategically, Thinking Globally Panelists



**Aliette Estrada**  
**Vice President**  
**Wellington Management**

Aliette Estrada leads Americas Channel Marketing for Wellington Management. Aliette is focused on the Wellington's growth businesses, as well as leading a team that focuses on the company's priority client segments.

Before joining Wellington Aliette worked at Bank of America where she spent 16 years working in a variety of marketing roles. Most recently, Aliette led the team responsible for driving brand expression across all of the company's businesses, ranging from investment banking to credit cards. During her time at Bank of America, Aliette held a number of marketing leadership roles ranging from commercial banking, where she took on a new role generating introductions from the wealth business into the corporate bank, to work in the retirement, endowments and foundations, and high net worth channels. Aliette received a BA in English and Latin American studies from Hamilton College and is fluent in Spanish. She serves on the Board of the Paul Revere House and is a member of the Family Advisory Council for Cradles to Crayons.

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**Mike Kavanaugh**  
**Executive Director, Scientific Communications & Strategic Engagement**  
**Boehringer Ingelheim Pharmaceutical Inc**

Mike started his career at BI in 1989 in Medical on the Biometrics and Data Management team. After 6 years in Medical he went joined the commercial side of the business in various roles ranging from Competitive Intelligence, Business Development, Sales and Marketing Effectiveness, and Marketing Operations. In 2008 Mike joined the Marketing organization on the Respiratory Marketing team and led 5 BI respiratory brands managing BI's largest to date brand awareness campaign as well as launching a new inhaler to the market.

In 2014 he rejoined Medical team in Clinical Development and Medical Affairs. In his current role Mike oversees the Publications, Medical Education, External Research, Medical Information, Medical/Customer Call Center, digital for medical customer engagement as well as the Stakeholder Relations team.

Mike has a BS degree in Biology and Psychology and an MBA in International Business and Information Systems.

In his spare time at home Mike enjoys running and spending time with his wife and 3 children...