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Labviva welcomes staff to new Boston headquarters - hire six new team members

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Boston, MA Labviva, a leader in healthcare procurement, opened its new headquarters at 164 Canal St. The move is concurrent with a hiring initiative that has seen the company triple in size.

The Labviva platform is an enterprise gateway marketplace (EGM) that integrates with procurement solutions commonly used by the world's largest pharmaceutical, biotechnology, and research institutions. Life sciences organizations can integrate with software such as SAP Ariba, JAGGAER, and Oracle Procurement Cloud. Labviva's platform gives purchasers of laboratory supplies, consumables, reagents, and equipment the ability to source from any supplier in the Labviva network without onboarding individual catalogs. In addition, users have access to advanced analytics, sophisticated search, and comparison tools that help keep both research and spend targets on track.

New strategic personnel include:

- Neala Cetola, vice president of customer success. With experience at innovative brands like Drizly and mainstays like PayPal, Setola brings a sophisticated understanding of the customer journey to Labviva.
- Julie Tagliamonte, vice president client and customer services. Tagliamonte has extensive experience in project management, mentoring teams and strategic account management and will head customer service.
- Steve Tremblay, vice president of commercial operations. Tremblay comes to Labviva with wide operational and finance experience that includes over a decade at the executive level.
- Nick Herbold, senior director platform delivery. Herbold is a graduate of Harvard Business School who has past experience at GrubHub, LevelUp, and Twitter.
- Anita Wells, director business development. Wells comes to Labviva from biotech and biopharma and brings broad sales, marketing, and operations experience.
- Patricia Deeney, senior project manager. Skilled in executing on the vision and leadership of programs for enterprise customers, Deeney will help Labviva operate at scale.

“We are excited to welcome the newest members of Labviva to our Boston office,” said Siamak Baharloo, CEO and co-founder of Labviva. “Talent is one of the most strategic assets of any organization, and I look forward to growing the company and our market reach with this team.”

“Our teams are currently spread across each continental U.S. time zone,” said Aaron Miramontes, chief product officer and co-founder of Labviva. “While we will continue to seek out top talent regardless of their location, we also believe that having a centralized office location will help us serve the needs of our customers.”

Labviva was founded in 2017 by life sciences industry veterans Baharloo, Aaron Miramontes, and Nicholas Rioux. The company raised over \$2M in pre-seed funding in 2020, and in June of 2021 announced a capital raise of \$8M.

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