

Nora Estrada, B.Eng. M.Sc.

Inside Sales Associate

Certara offers a global network in major pharmaceutical hubs, enabling predictive simulation, data-driven modeling, and tailored AI solutions. With experts across Europe, the Middle East, and Africa, we collaborate across borders to accelerate your programs.

About Nora Estrada, B.Eng. M.Sc.

Nora Estrada is a seasoned professional with over 15 years' experience in engineering, health & safety, and sales. She began her career as a Senior Wireline Engineer at Weatherford, managing complex projects and authoring operational guidelines. With experience in HSE practices at Petronas, and M.A.N, and commercial roles in Germany, she now leverages her diverse expertise at Certara.



Location: Düsseldorf, Germany

Language: English, Spanish, informal conversations in German

My mission

At Certara, I am responsible for software sales across the EMEA region, specializing in small and medium-sized accounts including biotech, CROs, start-ups, government bodies, and academic institutions. My mission is to guide clients through the entire drug development cycle—from early discovery to regulatory submission—while advocating the latest technologies to accelerate innovation together.

The best part of working with Certara clients

At Certara, I assisted a biotech startup new to modeling and simulation, helping them under tight timelines and limited resources. I provided tailored demonstrations and coordinated technical support during procurement. A few months later, they shared that our software was crucial to their success. Seeing our solutions positively impact patient lives through our clients' achievements is incredibly fulfilling.

Message for customers

Thank you for your continued trust in Certara. We take pride in partnering with you to accelerate drug development and efficiently deliver innovative therapies to patients. We are committed to understanding your unique challenges and supporting your scientific and regulatory goals. If you have any questions or wish to discuss further, please contact me at nora.estrada@certara.com. I look forward to our ongoing collaboration and shared successes.

About Certara

Certara accelerates medicines using proprietary biosimulation software, technology and services to transform traditional drug discovery and development. Its clients include more than 2,400 biopharmaceutical companies, academic institutions and regulatory agencies across 70 countries.

Visit certara.com | Copyright ©2025 Certara. All rights reserved.