

EDUCATION

- 2016 – 2018 RICE UNIVERSITY, JONES GRADUATE SCHOOL OF BUSINESS HOUSTON, TEXAS**
Candidate for Master of Business Administration (MBA) degree, May 2018.
Vice-president of Pharma and Biotech of Healthcare club. Member of Finance, Marketing, and Adam Smith clubs.
APEX HERITAGE GROUP, M&A strategy for portfolio company – Action Learning Project, 2017.
MEDICAL INFORMATICS CORP, Marketing plan – Marketing class, 2016.
- 2008 – 2012 ESCUELA BANCARIA Y COMERCIAL MEXICO CITY, MEXICO**
Bachelor Degree in International Trade and Business.
Awarded with high performance scholarship (30% of tuition – highest available).
Outstanding performance on general exit exam of University (EGEL Exam, CENEVAL, Mexico).
Member of Debate club.
- Participant in Hesselbein Leadership Summit, Pittsburgh, 2012.
 - Participant in Harvard's Model of United Nations on health care issues in developing countries, Boston, 2012.

EXPERIENCE

- 2017 – 2017 AMGEN – Biotechnology company with focus on serious illnesses. THOUSAND OAKS, CALIFORNIA**
MBA Intern with Business Development
- Performed five R&D risk-sharing and royalty monetization case studies on internal products. Delivered analysis on financial impact, legal structure, and accounting implications to understand how this alternative funding and collaboration model could apply to Amgen.
 - Analyzed market comparable and similar deals in the last five years.
 - Detected current and potential investors in the field, and understood their risk-return appetite and past transactions.
 - Participated in Interns Case Competition – Airmovig (*ereumab*) 10 year P&L forecast, pricing and commercial strategies.
- 2013 – 2016 UP PHARMA - Foreign pharmaceutical companies' distribution and legal representation in Mexico. MEXICO CITY, MEXICO**
Supply Chain Manager
- Gathered, analyzed and reported financial results, market status, special projects status, and current operation to international partners to support decision-making process. Served as primary source of contact in Mexico.
 - Directed demand-planning, importation, logistics, packaging and conditioning of company portfolio (14 SKU's).
 - Assisted senior management in negotiations with potential new clients and vendors.
 - Directed nine nationwide product launches in collaboration with different managers.
 - Organized and reviewed financial pro forma statements for Corporate Development Director.
 - Implemented controlling sheet for punctual follow-up of expenses per project.
 - Created, implemented and controlled 16 Standard Operating Procedures.
 - Recognized twice as top performer in annual evaluation. Member of Board of Auditors, and of Strategic Planning Committee.
- 2013 – 2013 UP PHARMA - Foreign pharmaceutical companies' distribution and legal representation in Mexico. MEXICO CITY, MEXICO**
Operations Set-up Coordinator
- Implemented new business model for nationwide distribution of pharmaceutical products, including Regulatory Affairs, Pharmacovigilance, Quality Control, Warehouse, Import and Logistics.
- 2011 – 2013 HABILITADORA DE METALES - New and surplus equipment trading for Oil & Gas industry. MEXICO CITY, MEXICO**
Business Development Associate
- Targeted new markets for products through complete portfolio evaluation, establishing business relations with new clients in North America and the Middle East.
 - Conducted sales for \$1 M in support of Sales Director.
 - Analyzed national bids (PEMEX and CFE) based on profitability of projects and match with portfolio, keeping track of inventory in Mexico City and Veracruz facilities.
 - Supervised exports from warehouse in Veracruz, Mexico to US, Canada and Middle East.

ADDITIONAL INFORMATION

Languages: Spanish (Native), English (Fluent), French (Fluent), German (Basic).
Certifications: Certified Project Manager – Tecnológico de Monterrey, Santa Fe, Mexico, 2013 – 2014.
Skills: Excel, PPT, Valuation & Modeling (Pillars of Wall Street), Bloomberg, Factset, Reuters, Cortellis, Evaluate Pharma, CapitalIQ, PharmaTell, IMS, DRG, SPSS, Dynamics, iGraphx, Visio, Photoshop, Fireworks, ProTools.
Activities: Manage personal stock portfolio, scuba diving, sailing, swimming, skiing, running, playing music.
Case competitions: Private Equity – ACG, Dallas, 2017; Health Care – MGMA, Houston, 2016; and Investment Banking – Credit Suisse, New York, 2016.