

AGUSTIN POSADAS MARTINEZ

(Life Sciences & Healthcare Legal Counsel)

Date of birth: January 21, 1988 (33) - Argentine
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WORK EXPERIENCE

Tanoira Cassagne Abogados

Life Sciences & Healthcare Legal Department Manager (since Feb 2020)

- Design, development and management of LS & HC legal department of TCA. Member of Innovation Task Force at TCA.

-LS & HC legal counselor: providing strategic support to pharmaceutical industry with a deep knowledge and understanding of the challenges, needs and opportunities of the field.

- Legal Manager for Southern Cone region at Sanofi Aventis / Sanofi Pasteur / Genzyme (Secondment - from Feb to Oct 2020).

Instituto Nacional de Servicios Sociales para Jubilados y Pensionados (PAMI)

Legal Advisor at the SGTM (June 2019 – Jan 2020)

- PAMI is a public entity and health agency of the Argentinean health insurance system, responsible for providing medical and social assistance coverage to the majority of older adults in the country (more than five million members).
- The Medical and Technical Secretary (SGTM) is the assessment area for the strategic planning of health policies implemented in PAMI within the whole country.
- The SGTM has a technical team made up of health professionals and expert lawyers who design, asses and evaluate the different projects of the Drug Department, the Medical Practices Department and/or the Medical Institutions Department.

Bayer SA

Pharmaceuticals and Consumer Health Legal Manager (February 2016- June 2019)

- Business Partner of Pharmaceuticals Division y Consumer Health Division (Southern Cone).
- Legal assessment in market access strategies, pricing and commercial policies.
- Company´s legal affairs representative in pharmaceuticals chambers of commerce (CAEME, CAPEMVEL)
- Legal support in marketing strategies and promotional material design.
- Assessment, drafting, review and negotiation of all kind of agreements.
- Data privacy general assessment for implementation of LPDP (Arg) and GDPR (UE) rules.
- Risk management assessment on legal affairs related to commercial and/or labor relationships and product liability.
- Supervision and coordination of legal support provided by external lawfirms in the region.
- Legal coordination and assessment on "business units" purchase and sales.
- General Compliance and Pharmaceuticals Compliance advisor.

Bayer SA

Legal Advisor and Litigation Responsible (October 2015 - May 2016)

- Litigation responsible for all business divisions of the company (Pharmaceuticals, Consumer health, Cropscience, Animal health and Seeds – Southern Cone Region).
- Expert in commercial and product liability claims.
- Expert in commercial and consumer mediation and negotiation.
- Supervise and coordinate litigation matters delegated in external lawfirms related to customs, tax and penal controversies.
- Risk management assesment.
- Assessment on debt recovery portfolio strategies, negotiation and payment agreements.

Barbuss

Semi Senior Claims Handler (November 2014 – September 2015)

- International transport contracts analyst (maritime, truck, air and multimodal).
- Assessment on debt recovery strategies, insurance controversies negotiation and payment agreements for international trade industries claims.

Estudio Beccar Varela

Semi Senior Lawyer (November 2010- October 2014)

- Litigation lawyer in contractual and commercial disputes.
- Management of class actions lawsuits portfolio and litigation strategies.
- Solid experience in financial restructuring, bankruptcy and payment agreements negotiating, execution and enforcement).
- Litigation analyst in M&A and Due Diligence teams.
- General risk management assessment.

Paralegal - Trainee (June 2009- October 2010)

- Assistant in commercial issues, mediation procedures and litigation.

EDUCATION

Universidad de Alcalá de Henares, Madrid, España (October 2013 – June 2014)

- Master of Laws (International Trade and Investment Law, International Taxation, Litigation, ADR. (Complete scholarship provided by Fundación Carolina).

Universidad Austral, Argentina (2006 – 2010)

- Law School.

Posgraduate courses:

- Instituciones del Derecho de la Salud, Universidad Católica Argentina (2017).
- Inteligencia Emocional, Cámara Argentina de Comercio (2017).

- General Introduction to Intellectual Property, WIPO (2017).
- General Aspects of Import and Export Operations, Cámara Argentina de Comercio (2015).
- International academic rounds of e-commerce, Universidad Rey Carlos III, Madrid, España (2013).

LANGUAGES

- English: TOEFL IBT (2013); First Certificate in English (2004) and Business English Certificate (2005).
- French: DELF A2 (2003) y A4 (2005).
- Spanish: native.

PAPERS

- "*Trade-mark´s bad faith filing: a revision of the principle of good faith in trademark filing under spanish and european applicable laws*", LA LEY mercantil, Nº 6, Editorial LA LEY, España (LA LEY 6587/2014), 01/09/14.

VOLUNTEER EXPERIENCE

Board of directors of the Scholarship Program of Fundación San Pablo, Argentina (2006-2013)

Member of the board of directors of a high school scholarships program. The Student Scholarship Program involves a total of almost 100 young children from different rural villages in the province of Santiago del Estero, who are given the opportunity to access to high school through financial and personal assistance.

REFERENCES

- Bernardo Cassagne (partner at Tanoira Cassagne).
- Ines Riobo (Head of Legal at Sanofi).
- Celina Spairani (Coordinator at SGTM- PAMI).
- Luis Gimeno Olcina (Unidad de Recursos en la Oficina Española de Patentes y Marcas).
- Juan Carlos Rodríguez Maseda (partner at Dictum Abogados, Spain).
- Thomas Henshaw (Head of Law Patents and Compliance, Bayer, Southern cone).
- Emilio Vogelius (partner at Estudio Beccar Varela, Argentina).