Etchelet Laura Ethel
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PROFESSIONAL PROFILE

Medical Doctor, specialized in Intensive Care, Nutritionist and Pharmaceutical Medicine Specialist with more than fourteen years of experience in the field of clinical medicine and health management and nine years of experience working at the Pharmaceutical Industry. Goal-oriented, strong scientific background, focused on performance, creating an inclusive working environment, fostering open discussion and debate with excellent teamwork and change management skills.
I am currently keen to find a challenging position to capitalize my current background in the medical affairs field that offer long-term potential in Medical Affairs within the Pharmaceutical Industry.
My goal is to be a member of a high-performance team, based on respect to colleagues, integrity, compliance, flexible to change with strong teamwork values and mutual inspiration as key assets to get the highest standards and results.

PROFESSIONAL EXPERIENCE

Pharmaceutical Industry

Pfizer: Oncology Medical Scientific Liason | June 2017 to date.

As a Medical Affairs member within the Pharmaceutical industry I got a robust experience in medical affairs roles by running activities such as: developing KOL mapping and engagement, building strong interactions with key stakeholders; i.e: I was in charge of presenting new and stablishing molecules to the medical community from KOLs, head of oncology Departments, raising stars including GPs and payers.
I run more than 30 conferences in mBC, mRCC and NSLCC in less than one year, targeting the most important KOLs in the Latin America Region. i.e: Preceptorships, Symposia, CME, Ad board, Speaker trainings, Round tables.

I have also been in charge of the following MA activities:

- Review of Local Product Documents (Package Inserts).
- Development of Medical and Scientific rationale document to be submitted to the B.H (ANMAT), i.e: Bosutinib, Gemtuzumab, Inotuzumab.
- Work closely with marketing colleagues in designing the scientific support to the marketing campaigns during several POAs.
- Development and review of promotional materials for different molecules and tumor types.
- Run trainings sessions to field force, commercial and other internal colleagues in mBC, mRCC, NSLCC as required.
- Conduct and supervise advisory boards and speaker training sessions.
- Review and validate the scientific content of the activities sponsored by marketing.
- Review of Added Value programs activities and promotional materials.
- Development of molecules scientific messages, key clinical medical education content for branded symposia in compliance with Corporate and Local Procedures.

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- Support to the Medical Information Center on specific topics within my area of expertise.
- Pharmacovigilance: adverse events reporting.
- Access and Reimbursement: I design and present specific folder to submit before SUR, including all key assets scientific publications and the medical rationale behind our molecules to be included in the formularies.
- Clinical Research/Early experience: CUP. I managed 3 compassionate use programs with the aim to allowing access to patients in need proving educational and medical guidance to the physician regarding the specific molecule.

Medtronic: Senior clinical Specialist. PMR-MITG. South Atlantic | 2016 – 2017

As a Medical Specialist at Medtronic, I have had responsibilities over commercial areas with direct reports of medical advisors in different Intensive care areas. I was also in charge of Nutritional diseases and Primary Care franchises, participating as a speaker at national and international medical education and promotional events. I have had full involvement during the set up of the new products e–Pump and mechanical ventilation Puritan Bennet 980, working with the strategic planning area.
I led the MAF Medtronic team in the generation and delivery of processes linked to good clinical practices. This task included medical education and advice to other areas of the company and to external customers.
I have also developed the medical content of the *Water work pooling data* at Medtronic South Atlantic (an e-CRF), working along with medical affairs staff and implementing its launch readiness and life cycle management programs for the product *e-pump*.

Fresenius Kabi: Medical Nutritionist Coordinator in Parenteral and Enteral Nutrition | 2009 – 2013

During my work at Fresenius Kabi, I was the medical responsible for the parenteral and enteral nutrition area in Argentina, assisting patients post bowel transplantation, coordinating the group of medical professionals in charge of the cases and maintaining close communication with the Favaloro transplant team.

Clinical Medicine and Health Management

Luis Pasteur: Medical Nutritionist Staff | 2014 – to date.

Medical nutritionist in the consulting area. I specialize in chronic pathologies such as diabetes, and metabolic diseases with a strong focus on the communication, education and applying a personalized approach to each patient.

Hospital Alemán: Intensive Care Specialist staff at Intensive Care unit. Buenos Aires.
Sanatorio Agote | SMG | 2007-2016.

As an Intensive Care Medical specialist I was a member of the staff at Agote and Aleman hospital. I dealt with deadline cases where the sense of urgency became a permanent challenge. In that context, I maximized quick strategic thinking improving my ability to make interpersonal good decisions which allowed me to focus on life saving results.

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RESEARCH PUBLICATIONS

Coordinator, co-investigator in clinical studies related to metabolic complication on Parenteral Nutrition, **IADEIN,** Instituto Argentino del Diagnóstico. Published as chapter 8, Nutrición enteral y parenteral. Ed. Diego Arenas Moya.Mc Graw-Hill. Interamericana, 2012. 2009-2013

NATIONAL AND INTERNATIONAL TEACHING EXPERIENCE

UCA (Catholic University of Argentina) | 2011-2014
Professor and coordinator of the Parenteral Nutrition Module for Specialist in Nutrition support at the Post-graduate degree.

UNA (National University of Asunción, Paraguay) | 2009-2011
Invited as speaker in Medical Education Programs including Diabetes treatment and the appropriate use of insulin for students in Pharmacy Course.

UBA (University of Buenos Aires) | 2000-2005
Pre-grade Professor: teaching second module of pharmacology in the department of Pharmacology. Medical College.

ACADEMIC BACKGROUND

- **Medical Doctor**, Medical College, UBA (University of Buenos Aires). March 2003.
- **Intensive care Specialist**, Intensive care residence Consolidar Salud Group, Intensive care society, CABA, and Medical College, UBA (University of Buenos Aires). June 2007.
- **Nutrition, Metabolism and Diabetes Specialist**, Fellowship IADEIN, UCA, CABA, and Medical College, UCA (Catholic University of Argentina). December 2011.

Homologated University Degree

- **Spain University, official Degree, Medicine License Certified. 2013.**
- **Specialist in Medicine of pharmaceutical industry,** equivalent of Pharmaceutical Medicine Specialist International. SAMEFA. Medical Collegue, UBA. 2017.

LANGUAGES

English: Cambridge English Entry Level Certificate in ESOL International. Council of Europe level B1. Overall Score 153. December, 2015.
Spanish: mother tongue.

COMPUTER SKILLS

Microsoft word – Excel - Power Point – Explorer