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PERSONAL SUMMARY

I am 40 years old, born in a little town in Córdoba province and resident of Buenos Aires City since 1997. What makes me tick is to learn and develop myself in new activities and roles. I am looking for a nice environment where ethics, team working, challenges and innovative mindset are the backbone and everyone counts.

EDUCATION

Pontificia Javeriana University, Colombia 2019
Critical appreciation of Biomedical literature.

Torcuato di Tella University, Buenos Aires.....2016
Executive Management Education Program.

Torcuato di Tella University, Buenos Aires.....2007
Postgraduate in Biotechnology and Business.

General San Martín National University, San Martín, Buenos Aires 2003-2007
PhD in Molecular Biology and Biotechnology, thesis pending.

Quilmes National University, Quilmes, Buenos Aires 2003
Bachelor in Biotechnology.

LANGUAGES

Spanish: Native
English: Advanced / Fluent

EXPERIENCE

Pfizer, Buenos Aires, Argentina ..... Sept - 2017 / today
Market Access Product Strategy Manager, reporting to the Health and Value Director.

- I am responsible for Market Access Plans for high-cost products in Immunology, Rare Deseases, Vaccines, Oncology, Biosimilars franchises and Gene Therapy, managing one person.
- I´ve been appointed the coordination of innovation projects; one regional for emerging markets related to ISPOR Europe, one Glocal project where I am the leader of the cross-functional team for Gene Therapy pre-launch in Argentina and the last one a local scenario planing with the SMT.

AstraZeneca, Buenos Aires, Argentina .....…… Jan - 2017 / Sept- 2017
Oncology Patient Support Program (PSP) and Market Access Manager, reporting to the Market Access Director.

AstraZeneca, Buenos Aires, Argentina ..... Dec - 2014 / Dec - 2016
Oncology Diagnostics, PSP and Market Access Manager, reporting to the Business Unit Director

- I was responsible for Market Access Plans by brand for innovative oncology high-cost products, adapting and implementing global strategies at local level. In addition, I was part of the Payor

Evidence Group, a multidisciplinary global group within AstraZeneca responsible for creating data collection for RWE in high-cost treatments. I developed programs, tools, and communication-materials to effectively address payer and market access needs. I represent Market Access in the Cross Functional Team and contribute beyond functional boundaries strategy and goals.

- I was in charge of *Advocacy,* managing Patient Associations Groups (PAGs) and NGOs relationships and AlcanZar -High cost Patient Support Program with services for patients, caregivers and physicians-.
- I was responsable for the development of the Oncology Diagnostic Strategic Plan for each Brand with an associated biomarker, this includes the diagnostic platform, educational plans for patients and physicians, and disease/diagnosis awareness campaigns. Also part of my duties were: support and training of the sales force in Personalized Medicine, identifying new growth opportunities, identification, creation and maintenance of relationships with key opinion leaders to ensure the strengthening of the relations of the sales force with the customers and direct relationship with Medical Societies and Patient-Associations Groups. I´ve created and designed the Digital Diagnostic Platform web based for physicians in AstraZeneca Argentina, *ID.ME;* I organized and selected *IDME* team members and they reported to me. *ID.ME* was launched with great success in April 2016. After launching *ID.ME* Platform y lead an International Region Project during 6 months for *ID.ME* globalization and BRCA Molecular Testing affordability.

Abbvie S.A., Buenos Aires, Argentina ..... Jun 2012 - Dec 2014
HUMIRA Product Manager, reporting to the Immunology Director.

- I was the Team Leader of the HUMIRA Spondyloarthritis (SpA) Brand Team therapeutic line, which includes Axial Spondyloarthritis and Psoriatic Arthritis. Among my responsibilities was the design of the Strategics Plans, declination to the sales force and implementation follow up.
- Also part of my responsibility was to raise awareness of SpA among the population and the medical community through innovative activities, like *MOVETEYA;* a screening campaign aimed to increase early diagnosis of Ankylosing Spondylitis –one of the SpAs– endorsed by the Argentinean Society of Rheumatology, made in 2012, *SpA NET;* a network for Spondyloarthritis early referral, and *RM SpA;* interdisciplinary workshops for Radiologists and Rheumatologists aimed to increase Axial SpA diagnostic knowledge. Managing Sale Force and Marketing Analysts.
- In May 2012 I launched a new indication for HUMIRA: nr-Axial Spondyloarthritis, positioning **HUMIRA SpA franchise as the market leader**.
- In February 2013 I launched **HUMIRA PEN** in Argentina, HUMIRA auto-injector, for all therapeutic areas (gastroenterology, rheumatology and dermatology), exceeding all expectations (sales, patient, physician and payor adoption vs. pre-filled syringe).

bioMérieux S.A., Buenos Aires, Argentina .....Jun 2010 - May 2012
Immunoassay and Molecular Biology Product Manager reporting to the General Manager.

- I was the manager for *VIDAS*, Rapid Tests and Molecular Biology product lines. Among my responsibilities was the development of brand marketing and sales plans, and declining them to the sales force. Support and training of the sales force, applications specialists and customers. Identifying new business opportunities and the strengthening of the relations of the sales force with the customer base.
- I was responsible for forecasting, pricing & margin regulation and installed base performance.
- I worked close to Medical Societies and National Health Agencies (National HIV MoH Plan).

bioMérieux S.A., Buenos Aires, Argentina .....Sep 2009 - May 2010
Senior Commercial Representative, reporting to the Commercial Director.

- I was in charge of sales and scientific & technical customer support. I was responsible for the development of new business opportunities.

Immunova, Buenos Aires, Argentina .....Apr 2009 - Sep 2009
Senior Scientist Researcher, reporting to the Research Director.

- I designed and developed Molecular Biology, Immunology and Protein Engineering services, managing two Juniors.

Nedken, Buenos Aires, Argentina .....Nov 2007 - Nov 2008
Senior Scientist Researcher, reporting to the Research Director.

- I designed and developed Molecular Biology Assays for viral and genetic diseases.
- I managed two Juniors.

IIB_INTECH- UNSAM, Buenos Aires, Argentina. ..... Apr 2003 - Nov 2007
PhD Student, CONICET.

- PhD Candidate Molecular Biology and Biotechnology -thesis pending-: Cloning, expression and characterization of two enzymes of the *Trypanosoma cruzi* pentose phosphate via, transketolase and 6-PGluconolactonase. Director: PhD. Juan José Cazzulo.

TEACHING

CAECE University, Buenos Aires, Argentina ..... Sep - 2011
- Guest speaker in Molecular Biology Techniques at Postgraduate Course ¨Clinical Biochemistry¨.

Austral University, Buenos Aires, Argentina ..... Dec - 2010
- Guest speaker in Molecular Biology Techniques at Postgraduate Course ¨Medical Genetics and congenital errors of metabolism¨.

San Martin National University, San Martín, Argentina..... Jan 2003 - Dec 2007
- Professor in Human Genetics course at Biotechnology career, fourth-year.

San Martin National University, San Martín, Argentina..... Jan 2003 - Dec 2007
- Professor in Biochemistry at Biotechnology career, second-year.

COURSES, SCIENTIFIC PUBLICATIONS AND CONFERENCE PRESENTATIONS

- COURSE: ”Molecular Biology applied to diagnosis of genetic diseases." College of Pharmacists and Biochemists of the City of Buenos Aires. 2009.
- COURSE: "Processing, data analysis and simulation with application to the study of biological macromolecules". National University of Quilmes. 2006
- COURSE: "New biotech companies: science, technology, intellectual property and market. Dealing with the creation of biotechnology companies and not die trying". SouthAm Pasteur, UNQui. 2006.
- COURSE: "Bioinformatics". Biotechnology Research Institute (IIB-UNSAM), 2005.
- COURSE: "Enzymology". Biotechnology Research Institute (IIB-UNSAM), 2005.
- COURSE: “Introduction of Science Philosophy" UNSAM. 2004.
- COURSE: "Philosophy of Science" UNSAM 2004.
- COURSE: "Biotechnology and Molecular Biology" UNSAM 2003.
- COURSE: "Development and differentiation: molecular genetics of development." Inst. Leloir. 2000.
- "The PPP in *Trypanosoma cruzi*: A potential target for the chemotherapy of Chagas disease". Mariana I, Dante M, Stern A., Beluardi P., Cazzulo. JJ. ABAS. 2007.
- "The transketolase (TKT) from *Trypanosoma cruzi*. cloning, expression and characterization” Beluardi P. and Cazzulo J.J. Biocell, vol XX, supplement, Dec. 2005.
- "Cloning, expression and characterization of the 6PGL, RI5P and R5PE from *Trypanosoma cruzi*" Beluardi P. Stern A. L. and Cazzulo J. J., Biocell, vol . 7, 2003.

BOOK CHAPTERS

- "Demoliendo Papers" The back room of scientific publications. Compiler: Diego Golombek, ed. Twenty First Century Publishers Argentina S.A. Science collection barking. 2005.