

Fernando Torres Navarrete

Date of Birth: 6th of July 1993

Place of Residence: Mexico City, Santa Fe

EXPERIENCE

CHINOIN Productos Farmacéuticos S.A. de C.V.

Business Development Director

Jan 2024 – Present | Mexico City, Mexico

Lead a team of 11 across Mexico, the USA, and Latin America, managing a pipeline of 160+ products.

Negotiated global partnerships and drove market expansion through strategic leadership.

Mentor managers and oversee cross-functional collaboration to ensure successful product launches.

Senior Business Development Manager

Nov 2022 – Jan 2024 | Mexico City, Mexico

Expanded BD activities to Central and South America, overseeing a larger team of 5 including 2 managers.

Negotiated with pharma companies in 20+ countries, driving market entry strategies and expanding the product pipeline. Signed deals that grew the company's sales over 40%.

Business Development Manager

Nov 2020 – Nov 2022 | Mexico City, Mexico

Managed 3 analysts to identify and negotiate new product opportunities globally.

Led product launches and coordinated cross-functional teams of 40+ to ensure timely market entry.

Project Leader

Oct 2018 – Nov 2020 | Mexico City, Mexico

Led the launch of Chinoín's first product in the U.S., coordinating cross-functional efforts across commercial, marketing, and regulatory teams. Managed product registrations and partnerships with key consultants and regulatory agents for FDA approval.

FerminTech

Founder

Jan 2017 – Jan 2019 | Mexico City, Mexico

Developed a platform using AI to detect lung nodules from medical images, achieving accuracy comparable to certified radiologists.

SAHNA

Chief Technology Officer

Sep 2017 – Oct 2018 | Mexico City, Mexico

Developed a personalized healthcare platform using Angular, Node.js, and MongoDB to assess patient risks for conditions like diabetes and hypertension. Implemented personalized health plans, integrating nutrition, physical activity, and healthcare recommendations with our clients' employees.

INNOVASALUD

Product Manager

Sep 2016 – Sep 2018 | Mexico City, Mexico

Managed health checkup projects, leading a multidisciplinary team for diabetes prevention in large companies.

Expanded operations across several Mexican states and secured key partnerships.

Socially MX

Co-Founder

Jul 2015 – Jul 2016 | Mexico City, Mexico

Co-founded a digital marketing company specializing in social media advertising, sales promotion, and brand consulting.

EDUCATION

Universidad Iberoamericana, Ciudad de México

Bachelor's Degree, Industrial Engineering

Activities: Chess Team

VOLUNTEERING

Produciendo Compromisos, A.C.

Volunteer | Health Initiatives in public hospitals.

Construyendo Comunidades Integrales

Volunteer | Poverty Alleviation by building homes.