

Jorge Armando Cuaxospa Jiménez
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Education

Bootcamp Data Analyst

Tripletten – Remote

In progress – Expected [09, 2025]

- Relevant Coursework: Business-oriented data analysis, data-driven decision making, and business intelligence tools. Technical training in Python, big data workflows, and BI platforms for strategic business development.

Master in Business Administration

Monterrey Institute of Technology and Higher Education (ITESM) – Mexico City, Mexico

Graduation Date [12, 2025]

- Relevant Coursework: Strategic Leadership and Direction Roles, Financial evaluation of projects, data-driven financial decision-making, and business model design, Building and High-Performance Team Development.
- Capstone Project: Thesis on demand planning to generate value for patients, institutions, and suppliers in the healthcare sector; successfully deployed across a supply chain valued at MXN 260 million (≈ USD 14.0 million).

Strategic Training Program for High-Performance Managers

Monterrey Institute of Technology and Higher Education (ITESM) – Mexico City, Mexico

Graduation Date [26, 2022]

Doctor of Medicine (Médico Cirujano)

Faculty of Medicine, National Autonomous University of Mexico (UNAM) – Mexico City, Mexico

- August 2009 – July 2015
- Focus Areas: Biomedical Sciences; Biostatistical Analysis of Biological Systems and Disease

Experience

Sales Manager May 2017 – Present

Eseotres Pharma – Mexico City, Mexico

- Led product launches and channel selection by crafting tailored value propositions aligned to each customer's pains, gains and jobs-to-be-done, giving as result a grew our product portfolio from 1 to 11 SKUs and scaled annual volume from 60 K to 2.5 M units.
- Built and deployed algorithm-driven forecasting models that integrate inventory levels, consumption trends and budget constraints that optimizing financial resource allocation and powering a \$4 million USD demand-planning system across our sales chain.
- Negotiated and persuaded key stakeholders throughout the product and service launch lifecycle, securing market entry and demand capture, resulting in an 8-year product lifespan.
- Designed demand-driven offers that synchronize supply, pricing, and distributor incentive workflows—aligning commercial objectives across the value chain and expanding our presence into three distinct sales channels.
- Designed and implemented an internal automation platform to mine client records, contracts and unstructured field data, and consolidated these inputs with sales forecasts into standardized dashboards-streamlining reporting and accelerating manufacturing and financial decisions. allow us to keep track of performance under scale ups, avoiding operativity loss of control as

Skills and interest

Technical: Advanced Excel, Python, Git, AI prompting, automation algorithms (available at github.com/armjorge), Google Apps Script.

Languages: French (DELFI B1 certified), English (B2 level – professional working proficiency).