**Jorge Armando Cuaxospa Jiménez  
 • 35 years • Mexico City • armjorge@gmail.com • github.com/armjorge**

**Education**

**Bootcamp Data Analyst**

Tripleten – 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**](https://certificados.tec.mx/certificate/6e9fcd7258945f23b1160851bbbdde67)

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**](https://www.credential.net/d7998c7e-5dfe-4a5c-8bc6-f01940b41bbf#acc.hETq4RAa)

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 (DELF B1 certified), English (B2 level – professional working proficiency).