



# PAULINE JOY LEQUILLO, RPH, MBA

## Business Development Manager

**Mobile:** +63 906 2112 399 | **Email:** papulequillo@gmail.com

Licensed Pharmacist and MBA graduate with 8+ years of experience in pharmaceutical business development, sales, and marketing. Proven track record in driving product innovation, managing cross-border partnerships, and elevating brand presence in international markets. Adept at combining healthcare knowledge with strategic business insights to deliver impactful, data-driven results across Asia and Africa.

---

### KEY SKILLS

- **Pharma & Business:** Business Development, Market Research, Global Business Relations, Regulatory Compliance, Import-Export Operations, Strategic Partnerships, Client Acquisition and Retention
- **Marketing:** Brand Strategy, Marketing and Graphic Design, Social Media and E-commerce Management
- **Sales:** B2B Sales, Multinational Client Account Management, Sales Strategy Development, Distributor Negotiations, Sales Performance Monitoring, Growth Strategy Implementation
- **Communication:** Corporate Presentations, Report Writing, Client Relationship Management, Cross-Cultural Communication, Team Collaboration, Negotiation
- **Tools:** Microsoft Office Suite, Google Workspace, Data Entry, Trend Analysis, Project Management Tools (e.g., Asana, Trello, Notion, Slack)
- **Languages:** Fluent in English and Tagalog

---

### WORK EXPERIENCE

#### Business and Product Development Manager

Phil Inter Pharma Manila. | Jan 2019 - Mar 2025

- Managed cross-border operations, regulatory compliance, and product launches across ASEAN and Africa
- Led business development, B2B partnerships, and distributor negotiations
- Directed marketing asset creation and expanded digital presence via e-commerce platforms
- Oversaw multinational client accounts and optimized import-export processes
- Spearheaded product development and sales growth initiatives
- Assisted in lead generation and client engagement

#### Sales and Research Specialist

Phil Inter Pharma Manila | July 2016 - January 2019

- Conducted market analysis and supported sales campaigns
- Collaborated with R&D and regulatory teams for product improvements
- Collaborated with cross-functional teams to align marketing and sales strategies with product development
- Collected and analyzed sales data to improve targeting strategies and forecast market demands
- Provided technical support and product information to clients and internal teams

#### Hospital Pharmacist

St. Paul's Hospital Iloilo | April 2014 - April 2016

- Dispensed medications, ensuring regulatory compliance
- Reviewed prescriptions and prevented adverse drug interactions
- Supported clinical research and pharmacy education initiatives
- Provided drug consultation to medical staff and patients

---

### EDUCATION

#### Masters of Business Administration | De La Salle University

- Nominee for best thesis paper
- CGPA: 3.5/4.0

#### Bachelor of Science in Pharmacy | University of San Agustin

- College student council
- Co-curricular and Leadership awardee