



SANDRA SÁNCHEZ-OLDENHAGE

Mexico City, MEXICO

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INTERNATIONAL BIOPHARMA & HEALTHCARE | BUSINESS GROWTH STRATEGIST | COMMERCIAL EXPERT | P&L OPERATIONS | GLOBAL MARKETS | CORPORATE BOARD EXPERIENCE | FLUENT IN SPANISH & ENGLISH

VALUE-ADDED EXPERIENCE FOR BOARDS

Life Sciences global growth strategist, bilingual, senior executive with 35 years of operational global P&L experience. Proficient in leading mature, start-up, and turn-around businesses into tangible profitable growth across diverse international markets.

Managed more than **3,000 employees** and steered a substantial **US\$1B+ P&L**. Professional journey encompasses **Pfizer, Novartis, Merck, Amgen, and Biogen**.

Instrumental in developing unexplored markets and business opportunities, launching innovative treatments, and crafting effective go-to-market & life-cycle management strategies for market entry, sector enhancement, and sales growth.

Leading authority in the healthcare sector, playing a pivotal role in shaping biopharma regulation, advocating for improved access to innovation, and establishing global / regional partnerships.

BOARD EXPERIENCE

- Public corporate board: **PROCAPS Group S.A.** (NASDAQ; PROC) (pharmaceutical)
- Private corporate boards since 2010: **BANORTE** (financial Institution), **NAFINSA** (development bank), **FENIX Holding** (health investment venture), **GRESMEX** (healthcare), **Farmapiel** (dermatology), **SOHIN** (hospital solutions), **Reforma** (news group).
- Non-profit boards: Save the Children, Young President Organization (YPO), Anahuac University's VERTICE excellence program.
- Chamber Boards: **American Chamber of Commerce (AMCHAM)** and the **National Chamber of the Pharmaceutical Industry (CANIFARMA)**
- Chair of the **PhARMA Industry trade association (AMIIF)**
- Chaired committees: Compensation & Governance, Fund-Raising, Strategic Planning.
- Advisory boards: Endeavor and MassChallenge – both advisors to entrepreneurs and start-ups

BOARD TRAINING

- **GEORGE WASHINGTON SCHOOL OF BUSINESS**, Washington, DC.
Executive "On the Board" Program (2013, first generation) – developed in conjunction with the IWF.
- Active member of Ernst & Young's (EY) Board network
- Women Corporate Directors (WCD) member
- IWF member (International Women's Forum)

CAREER CHRONOLOGY

PHARMADVICE – President & CEO (2021 to date), Mexico

A consulting firm offering pharmaceutical, medical device, and biotechnology guidance to healthcare companies entering or operating in Latin America.

NOVARTIS AG - Regional General Manager, VP, LATAM, Mexico (2019-2020)
(NYSE: NVS); Spearheaded comprehensive strategies across 29 countries, achieving double-digit growth and operational excellence across the region.

BIOPEN INC. - General Manager & Country President, Mexico (2018-2019)
(NASDAQ: BIB); Founded local operations and spearheaded its growth, driving the company's ascension to a pivotal role in the industry.

PROBIOMED – CEO, Mexico (2014-2017) Leading Mexican biosimilars and generics family business. Implemented corporate governance and cultivated a professional corporate culture. Orchestrated the company's successful international expansion into 14 countries and ensured GMP compliance for four manufacturing plants, strategically preparing the company for sale or IPO.

AMGEN INC.- General Manager & Country President, Mexico (AMG 2009-2013)
(NASDAQ: AMGN); Pioneered in-country operations and expansion. Propelled its growth, while influencing policy and regulations, cementing its position as industry leaders.

PFIZER INC. - Regional VP, Latin America (2001–2009), NY, USA
(NYSE: PFE); Engineered and led the turnaround of underperforming portfolios, through effective restructuring strategies and strategically repositioning the organization for sustained profitability.

MERCK & Co INC. - Pain & Inflammation Head, Mexico (2000 – 2001)
(NYSE: MRK); Orchestrated and deployed the successful launch of blockbuster drugs across global markets, driving exponential growth to become leader in their segment, while reshaping the competitive landscape.

EDUCATION

HARVARD BUSINESS SCHOOL, Boston, MA
Executive Leadership Development Program II (2011)

HARVARD BUSINESS SCHOOL (HKS) & Cambridge Judge Business School, Boston, MA & England, UK
The Fellows Program – International women's Foundation (IWF)
Global Executive Leadership Development Program for Next-generation Women Leaders (2007-2009)

HARVARD BUSINESS SCHOOL, Boston, MA
Executive Leadership Development Program I (2003)

INSTITUTO TECNOLÓGICO DE ESTUDIOS SUPERIORES DE MONTERREY (ITESM), Mexico City, Mx
Post Graduate Program - (1996-1997)

UNIVERSIDAD INTERCONTINENTAL, Mexico City, Mx
Bachelor's degree in business administration (1988-1993) | Honor-roll (3.9/4.0 GPA)

HONORS / AWARDS / ACKNOWLEDGMENTS

- Named one of the top 50 most powerful businesswomen in the country (Mexico) by CNN Expansion & Forbes, year after year, since 2006.
- Nominated by Pharma Exec's in the USA as one of 17 Emerging Pharma Leaders in 2015.
- Awarded the Yacatecuhtli and Excellence Award by the US Ambassador Anthony Wayne, First Lady Margarita Zavala and the American Chamber of Commerce for leadership and impact on gender diversity. Established and chaired the Diversity Committee while on the board of the Chamber.