



## **LUIS EDUARDO VARGAS OJEDA**

Biomedical Engineer

30 years old

**Address:** Calle 14 No. 274 x 31<sup>a</sup> Col. Nueva Alemán, Mérida,  
Yucatán, México.

**Cell:** 9993 51 43 71

**E-mail:** luisv09\_94@hotmail.com

**Linked In:** Luis Eduardo Vargas Ojeda | LinkedIn

## **Profesional Objective**

Be an outstanding professional, obtain achievements in my work environment, contribute with my knowledge and continue training myself to be in a position to compete in the search for new challenges that test my ability and my efficiency.

## **Work Experience**

### **Edwards Lifesciences – Surgical (January 2024- Dec 2024)**

World leading company in the science of heart valves and hemodynamic monitoring.

Senior Sales Specialist – South Zone of Mexico

Responsibilities: Specialist and senior sales representative, focused on the cardiac surgery portfolio.

Seeking to promote open heart surgery implants, with bovine pericardium valves, in public and private hospitals and with the help of commercial partners.

Training health personnel, creating success stories and working hand in hand with surgeons to provide their patients with a better quality of life.

### **Johnson & Johnson – Ethicon (Feb 2023 – January 2024)**

Transnational company dedicated to the sale of medical technology.

Senior Sales Representative – South Zone of Mexico

Responsibilities: Sales representative and product specialist in the energy and grapevine portfolio – Ethicon.

Accompaniment and medical teaching together with the most important surgeons in the area, focused on specialties such as general surgery, oncological, thoracic, gynecological, colorectal, bariatric surgery, etc.

Creating opportunities in the company of doctors and large corporations for the presence of the brand and thus facilitate doctors in their daily lives with their patients.

### **GETINGE (2019 – 2023)**

Transnational company dedicated to the sale of medical equipment.

Key Account Manager Southern Zone and Western Zone of the Mexican Republic.

Responsibilities: Commercial manager focused on the sale of medical equipment for operating rooms, life support equipment and sterilization equipment. Planning and teamwork with potential distributors in the area. Creation of areas of opportunity in the medical sector, promoting and promoting the issue of education and equipment technology.

In the last three years we have managed to become a reference center in important hospitals in the area.

### **Medical Consulting and Hospital Equipment (AMEHSA) (2018)**

Company dedicated to the sale of medical equipment.

Commercial and product manager

Responsibilities: Sale of medical equipment, accessories and consumables in the public and private sector focused mainly on Yucatán, Campeche and Quintana Roo. In addition to sales, specialist in monitoring equipment and consumables, always training the staff of health institutions.

An increase in sales was achieved in institutions such as social security and IMSS.

### **GRUPODIGIART INTELLIGENT DESIGN (2018)**

Web agency with comprehensive online marketing services.

Responsibilities: Commercial manager of the company, playing a role in the marketing of the company's different products and services, such as

Hotspots, Innovation Projects and organic positioning services.

Data analysis and updating of digital inventories.

Development of strategies in local markets. Likewise, attention specialized in customer service and production of strategic plans for campaigns advertising.

Sales growth in favor of 80%

### **REGIONAL HOSPITAL OF HIGH SPECIALTY (2017)**

Bio-medical engineer

Responsibilities: Review of medical equipment in the operating room classrooms prior to scheduled surgeries. Preventive maintenance on equipment such as anesthesia machines, endoscopes, vital signs monitors, defibrillators,

etc good handling of laboratory equipment, accessories and equipment consumables

doctor. Likewise, support in the administrative area in the department of biomedical engineering in the hospital.

How did staff manage to expedite preventive maintenance scheduled for 6 months in 4 months.

### **BIOMEDICAL IMPORTER (2016)**

Company dedicated to the sale and repair of medical equipment.

Practicing

Responsibilities: Maintenance of medical equipment, fault diagnosis and corrective solutions.

Research of medical equipment for operation  
buying and selling.

### **FREENERGY SOLAR PANELS (2016)**

Project and sales coordinator

Responsibilities: Sales agent and panel logistics coordinator

solar energy and the different solar energy products. Specialized assistance to staff and customers interested in solar energy products.

Compliance with goals per month for 3 installation systems.

### **BESTOWN REAL ESTATE (2015)**

Company that mainly offers real estate services satisfying the needs of both companies and individuals who wish to rent or sell their properties as well as those who are looking for a place to invest, build, live or vacation. Real estate advisor.

Responsibilities: Real estate advisor in charge of sales and rentals of developments, houses, apartments and land. Website administrator and residence control.

### **ACADEMIC TRAINING**

2010–2013 High School, Montejo University Center.

2013– 2017 Bachelor's degree, Biomedical Engineering, Technological Institute of Mérida.  
Titled.

2022 – Diploma, IPADE, Art and Science in negotiation.

### **FURTHER TRAINING**

February 2020 Proof and certificate in the city of the Dominican Republic regarding a hydrogen peroxide autoclave, Stericool model, Getinge brand.

October 2019 Participation in the International Congress of Cardiorespiratory Care in the city of Mérida, Yucatán.

August 2019 Certificate and certificate in Mexico City on vascular surgery and aortic pulsation, Getinge equipment.

June 2019 Certificate and certificate in Mexico City on volumetric fans model Servo Air, Servo I, Servo U, Servo N, Maquet, Getinge.

2016—2017 Active Member of the Institute of Electrical and Electronic Engineers

2016—2017 President of the IEEE student branch of the Institute of Technology  
Merida.

November 2016 Certificate of the National Congress of Electrical Engineering and Mayab Electronics, Technological Institute of Mérida.

September 2016 Certificate of the National Congress of Biomedical Engineering, 21st Century Convention Center.

May 2016 Certificate of Engineering and Innovation Congress, University Model.

## **LANGUAGES**

English: Intermediate - Advanced

## **COMPUTING**

Excellent office parcel management.

## **QUALITIES AND SKILLS**

- Responsible
- Leader
- Good at working as a team
- Punctual
- Honest
- Strategic
- Passionate
- Persistent