

María Angélica Hurtado Vilchis

Commercial Director

María Angélica was born in Mexico City (Mexico) on August 28th, 1977.

She earned her bachelor's degree in Economics from UNAM in **2000**. Furthering her education, she focused on Pharmacoconomics at ITESM from 2011 to 2013 and completed a Project Management program at ITAM in 2017. For four years, she volunteered in AIESEC, where she had the opportunity to lead AIESEC in Mexico as Country Manager.

With a professional journey spanning over **17 years** in the pharmaceutical industry, María Angélica exemplifies an entrepreneurial spirit and a results-oriented approach. Beginning her career in **2006** as a Senior Sales Representative at Eli Lilly in Mexico City, she quickly rose to prominence, achieving the top sales position in 2007.

Throughout her career, María Angélica has held various managerial positions, showcasing her expertise in sales, marketing, and market access. Notably, she served as the National Sales Manager at Eli Lilly until November **2011**, overseeing sales strategies and optimization efforts that contributed to the company's market growth.

In her most recent role as the Market Access & Government Affairs Director at Astellas in Mexico City until October **2023**, María Angélica led a dynamic team responsible for driving access and engagement strategies in therapeutic areas such as Oncology, Hematology, Ophthalmology, and Women's Health. Under her leadership, the team achieved significant milestones, including securing access in critical markets and forging strategic alliances to position Astellas as a key player in the industry.

Prior to her tenure at Astellas, María Angélica held key leadership roles at Novartis, Servier, and MSD, refining her skills in market segmentation, operational excellence, and stakeholder engagement.

In **2024**, María Angélica joined Chiesi Mexico, where she currently oversees the achievement of sales objectives at the national level within the Commercial Department. Her role encompasses leading the efforts of two business units (SC & PC) while developing strategies tailored for both the private market and government sectors.