

MARÍA JOSÉ RODRÍGUEZ

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Industrial Engineer with a Master's degree in Digital Business & Innovation (IE Business School), with a strong focus on data analysis, Business Intelligence, and data-driven decision making. Professional experience in administrative management, financial control, and process automation across the commercial, healthcare, and consulting sectors. Specialist in digital transformation, data analysis, and regulatory compliance, with proven ability to lead teams, implement internal control systems, and improve operational efficiency in complex environments. Strong knowledge of Business Intelligence, cybersecurity, and sustainability. Focused on generating value through innovation, efficiency, responsible resource management, and regulatory compliance. Fluent in four languages. **LinkedIn:** www.linkedin.com/in/mariajosenakagawa-innovaciondigital

- Digital Transformation
- Data Analysis
- Innovation
- Sustainability
- Operations Management
- Change management
- Project Management
- Cibersecurity
- Compliance
- Problem resolution
- Organization and business strategy

EXPERIENCIA PROFESIONAL

NAKAGAWA CONSULTORES REGULATORIOS S.A.C.

Peruvian firm specialized in regulatory consulting with a multidisciplinary focus on telecommunications, transportation, arbitration, and digital transformation.

Operations and Digital Transformation Manager

August 2022 – Present

Responsible for driving the firm's digital transformation by implementing technological solutions that optimize processes and strengthen regulatory compliance. Supervise all administrative, accounting, and budget management activities, including cash flow, payments, bank reconciliations, and financial control. Conduct research, provide advisory services, and publish content on regulatory innovation. Additionally, lead cultural and technical change processes, training internal teams on new regulations and best practices. Report to the General Management. Lead a team of 5 collaborators.

- Reduced operating expenses by 20% and achieved financial recovery through internal restructuring and implementation of accounting controls with monthly account monitoring.
- Designed and implemented the digital transformation strategy by diagnosing contractual processes, identifying, and mitigating legal, financial, and operational risks.
- Cut contract approval cycles from 3 weeks to 5 days by implementing an electronic signature platform, enhancing document security and traceability.
- Increased team productivity by 60% and reduced manual administrative tasks by 40% through process automation.

ALCON PHARMACEUTICAL DEL PERÚ S.A.

Multinational in the ophthalmology pharmaceutical sector with \$18.7M annual revenue in Peru.

Contract Administrator – Finance

December 2022 – June 2023

Managed surgical contracts and public tender processes in Peru and Ecuador, from purchase order reception to product delivery, ensuring operational continuity. Conducted performance indicator analysis for decision-making to maintain planned results. Reported directly to General Management and Operations Management. Supervised 1 intern.

- Reduced public tender process time by 60% and reprocessing costs by 15% through the implementation of new public sales software.

Junior Commex Analyst

February 2022 – August 2022

Validated and cross-checked regional databases (Peru, Ecuador, Colombia, Mexico, and Argentina), ensuring data consistency for incentive plans and generating recommendations to optimize bonus allocation. Reported directly to Regional Commex Management and IT Head in Argentina.

- Reduced data analysis time by 30% and improved reliability of sales incentive reports by 40% through process automation.
- Supported in designing standardized procedures for consistent regional sales incentive management through data analysis.

Commercial Intern – Surgical Line

November 2019 – December 2020

Responsible for managing contracts and coordinating equipment demonstrations for clinics and hospitals in Peru and Ecuador. Provided operational and administrative support to the surgical sales teams, from sales representatives to the Surgical Line Sales Manager. Accountable for analyzing commercial metrics and presenting KPIs through dashboards to General Management and Division Directors during monthly meetings. Reported directly to the Sales Manager.

- Reduced annual logistics costs by USD 7,000 through delivery route restructuring, client negotiations, and inventory optimization for equipment demonstrations.

EDUCATION

- **IE BUSINESS SCHOOL, Spain.** Master in Digital Business & Innovation. (GPA: 3.47) **2024 - 2025**
- **UNIVERSIDAD DE LIMA, Peru.** Bachelor in Industrial Engineering (GPA: 3.97) **2016 – 2020**
- **UNIVERSIDAD SAN FRANCISCO DE QUITO, Ecuador.** Bachelor of Science in Industrial Engineering (5 semesters) **2013 - 2015**

COMPLEMENTARY TRAINING

- **Universidad de Lima.** Certificate of Specialized Course in Power BI from Zero **2025**
- **IE University.** Salesforce Associate Certificate **2025**
- **IE University.** Certificate in Data Science, Machine Learning and AI for Business **2024**
- **CENTRUM PUCP.** Diploma of International Business Study in Business Analytics and Information Management **2023**
- **CENTRUM PUCP.** Certificate of EdEx Course in Operations Management **2023**
- **Universidad de Lima.** Certificate in Data Visualization: Power BI & Google Data Studio **2022**
- **HarvardX.** Certificate in Remote Work Revolution for Everyone **2021**
- **Universidad de Lima.** Diploma in Commercial Engineering **2021**

ADDITIONAL INFORMATION

- English level: Fluent – Professional (Written and spoken)
- Spanish level: Native
- Portuguese level: Advanced
- Japanese level: Basic
- Microsoft Office level: Advanced
- Skills: Google Analytics | Google Data Studio | Power BI | Power Query | DAX | Power Pivot | ETL | SAP | Tableau | Salesforce | Celonis | Python | SQL | RStudio | Microsoft Excel | Microsoft Visio | Google Workspace | Canva | Miro | Trello
- Published Articles - Kaiteki Regulación, 2024–2025:
 - “From Data to Impact: The “Digital Twin” Revolution in Technological and Industrial Transformation”.
 - “New European Regulation on Generative AI: Implications for Copyright and Lessons for Peru”
 - “Advances in Artificial Intelligence: Notes from Madrid”
 - “Artificial Intelligence and Remote Work”
 - “The Shape of Water: Water for All and Ports for China”
 - “Comments on the Green Hydrogen Law: Between Jurassic Park, King Kong vs. Godzilla, and Planet of the Apes”
 - “Digital Connectivity: Sharing Achieves More”
- Volunteer Work: Led digital campaign for Allinllam, Asociación KP, and SOS Children’s Villages. Co-organized educational sessions on Peruvian history for 20 children with *Sembrando Cultura*.