Beatriz Montserrat Aguilera Perdomo

PERSONAL INFORMATION

☏ +34 664 54 95 40 ES
✉ ingbmap93@gmail.com

LinkedIn:
www.linkedin.com/in/beatriz-montserrat-agpe939

Biomedical Engineer with 9 years of professional experience in surgical environments, medical robotics training, procedure compliance, terminology and documentation in minimally invasive procedures of multiple specialties.
Highly responsible professional, passionate about the development and implementation of medical technology as a technology transfer professional, Specialist in Robotic Assisted Surgical Systems. Always building strong relationships, doing teamwork with the O.R. care teams on charge, adapting the way of technology transmission.

"Working hand by hand with the healthcare experts, to support them on the use of the best technology to improve the quality of health care attention, is my passion" - Beatriz Perdomo

PROFESSIONAL EXPERIENCE

ABEX EXCELENCIA ROBÓTICA – Galicia, España — October 2021 – April 2022

Clinical Specialist, responsible for the implementation of Robotic Surgery Programs at SERGAS (*Servicio Gallego de Salud*) and a Robotic Program at a private Hospital in Vigo, giving customer service.
Customer service through training, case support and troubleshooting in the operating room.
Staff development through constant training, to be proficient in pre, intra and postoperative system management to achieve autonomy.
O. R. sales through the implementation of advanced instruments; contributing to field efforts to achieve quarterly sales goals.
Work with the Clinical Sales Manager and Commercial Distribution Manager to promote the utilization of the da Vinci® Surgical System.
Logistics management for the accreditation of surgeons by consulting with Hospital Management and the Directors of Medical Services.
Inventory management of robotic instruments and supplies.
Maintain administrative tasks; report activities, surgical procedures and expense reports.
Achievements:
Exceeding sales targets, with the number of surgeries performed and the use of advanced instruments.
Surgical teams with a learning curve in record time.
Exceeding the number of trained and credentialed surgeons, this allowed for maximum utilization of the System.

Conference at CEEIBIS Vigo *"The professional experience of a Biomedical Engineer as the first generation"* February 2022

BOSTON SCIENTIFIC – Tijuana, Baja California — January 2021 – June 2021

Field Clinical Specialist - Urology and Pelvic Health division, responsible for Northwest Mexico.
Analysis of the territories (Tijuana, Mexicali, Ensenada, Sonora, Sinaloa, La Paz and Los Cabos).
Teamwork with the Distributors of each state, creating and designing new sales strategies.
Constant training for surgeons to improve their skills, using all the technology for BPH (Benign Prostatic Hyperplasia), management of kidney stones, urinary incontinence and penile prosthesis.
Assistance and support during the development of surgeries.
Analysis and compilation of clinical statistics of competitors in the market.
Achievements: Management for the acquisition, support and training for the implementation of equipment in a private Hospital for Benign Prostate Hyperplasia and management of kidney stones.

CYBER ROBOTIC SOLUTIONS – North and central Mexico — June 2018 – January 2021

Clinical Sales Representative, responsible for the implementation of the First Robotic Surgery Program in Central-East

Mexico and Northwest Mexico.
Responsible for the training for surgeons, operating room teams (anesthesiologists, nurses, biomedical engineers) in the use of technology for robot-assisted procedures.
Support during surgery with the da Vinci® Si Surgical System at Hospital Angeles Puebla and Hospital Angeles Tijuana.
Achievements:
Development and implementation of robot-assisted surgery packages, for price containment and approval (to be covered and paid) by insurers.
Implementation of the First Robotic Surgery Committee.
Compilation of clinical results, operating room time, evolution of the surgeon (learning curve 9 surgeries, in 90 days).
Content design for the First Robotic Surgery Symposium.
Design, development and implementation of a clinical justification letter for insurers to authorize robotic surgery coverage for patients.
Search for surgeons with high surgical volume in Mexicali, Rosarito, Ensenada, Sonora and Puebla.
Conference *"Historical aspects of the evolution of the da Vinci® Surgical Systems"* at the Xochicalco University in Tijuana, Baja California aimed at future doctors; October 2018.
Master Conference at the International Congress of the Mexican Society of General Thoracic Surgeons in Ensenada, Baja California; October 2019. *"International and National Panorama of da Vinci® robot-assisted surgery"*.

INGENIERIA DE SERVICIO BAJÍO – Celaya, Guanajuato **January 2016 – June 2018**
General Director.
Responsible for the growth of the company (León, Guanajuato capital, Silao de la Victoria, Irapuato, Celaya and San Miguel de Allende).
Preventive and corrective maintenance to medical equipment.
Management and advice for the acquisition of medical equipment and spare parts for private clinics and hospitals.
Training healthcare personnel, designing and teaching courses for different medical equipment that they have acquired with other suppliers and with the company.
Achievements: Creation, registration and management of a micro-enterprise that grew rapidly, being a pioneer in the market.
Online and face-to-face education courses for future biomedical engineers, focused on the maintenance service, creating a culture of prevention of corrective maintenance.

UNIVERSIDAD POLITÉCNICA BICENTENARIO – Silao, Guanajuato **May 2016 – June 2018**
Professor by subject in the Biomedical Engineering career.
Achievements: Advisor in 3 titling projects.
Accreditation of the Visual Rehabilitation Center (CEREVI) in the city of Silao, Guanajuato in the hospital model in specialized services for ophthalmological care in CAUSES (Universal Catalog of Health Services).
Master Conference at the 2nd International Congress of Biomedical Engineering, Polytechnic Technological Universities in Tuxtla, Gutiérrez Chiapas; March 2017. *"Labor Field of the Biomedical Engineer in Mexico 2017*".

FJBIOMEDICA S.A. DE C.V. – Silao, Guanajuato **June 2014 – December 2015**
Engineering Laboratory - Medical Equipment Technician.
Inspections, maintenance and calibration of medical equipment.
Administration of the websites DOTmed.com and fjbiomedica.com
Training final degree students of Biomedical Engineering, who rotated through the company in professional practices.
Achievements: National and international requests for spare parts and consumables, starting a new supplier portfolio.
Planning, development and implementation of internal protocols for the start of remanufacturing of medical equipment, verification of functionality and final "check-list" for its departure and delivery to the client.
Organization and management of the classification of tools, spare parts and consumables; creating an efficient workspace.

EDUCATION

UNIVERSIDAD DE CELAYA **September 2011 - December 2014**

Biomedical Engineering.
Apostilled title (Convenio de La Haye du 5 octobre 1961)
Achievement: "*Adjuvant vibratory device in postural drainage therapy, spasticity and early stimulation*", Thesis Project, Registration at Instituto Mexicano de la Propiedad Industrial (IMPI); September 2014.

CERTIFICATES

INTUITIVE SURGICAL **May 2020**

Clinical training in low anterior resection and right colectomy procedures.

July 2019

Clinical training in thoracic surgery.

September 2018

Training in all generations of the da Vinci® Surgical System Si, Xi, X and EndoWrist® technology.
Clinical training in minimally invasive procedures for the specialties of urology, gynecology and colorectal.

BIOMEDEX **September 2017**

Clinical engineering, biomedical metrology and maintenance of medical equipment with a focus on surgical areas.

KEY SKILLS

✔ Networking. Surgeons and O.R. Care teams from different Hospitals and Countries keep in touch with me, to help them or just to share their progress.
✔ Problem - solving. Having feedback from customers and employees, solving issues on time.
✔ Computer skills.
✔ Design skills.

LANGUAGES

✔ Spanish - Native
✔ English - Advanced (technical and conversational)
✔ French - Basic
✔ Dutch - Basic
✔ Portuguese - Basic