

CURRICULUM VITAE

Proposed role in the project:

Category: Senior

Staff of: Center of Studies on Economic Integration and International Trade (INTEGRAL)

Family name : OTERO
First names : Liliana Cintia
Date of birth : 04/05/1951
Passport holder : N° 06709736-F Argentina

Education :

Institution [Date from - Date to]	Degree(s) or Diploma(s) obtained:
Pharmacy and Biochemistry Faculty, Buenos Aires University, Buenos Aires, ARGENTINA, 03/1969 – 06/1975	Ph.D. in Biochemistry
Pharmacy and Biochemistry Faculty, Buenos Aires University, Buenos Aires, ARGENTINA, 06/1975 – 12/1976	Degree in Pharmacy
Pharmacy and Biochemistry Faculty, Buenos Aires University, Buenos Aires, ARGENTINA 06/1971 – 06/1974	Experimental Pharmacology Licentiate

Language skills: Indicate competence on a scale of 1 to 5 (1 - excellent; 5 - basic)

Language	Reading	Speaking	Writing
Spanish	1	1	1
English	1	1	1
French	1	1	2
Portuguese	3	5	5

Membership of professional bodies:

- American Chamber of Commerce of the Argentine Republic
- Chamber of Commerce of the Argentine Republic
- Center of Studies on Economic Integration and International Trade – Nonprofit association.

Other skills:

- Excellent Computer Skills; Microsoft Office Programs

Present position: Independent Consultant. Associate Consultant and Secretary of the Board, Center of Studies on Economic Integration and International Trade (INTEGRAL)

Years within the firm: 20; 14

Key qualifications: Relevant to the project

- Deep knowledge of **Technical Barriers to Trade**, regarding international trade system and international trade negotiations, as well as within regional trade agreements negotiation and implementation
- Deep knowledge of **Sanitary and phytosanitary regulations**
- Experience and knowledge in trade policy and trade strategies formulation and implementation, as well as in institutional strengthening and development for governments and civil society and private organizations
- Proven experience in implementation of trade agreements, specifically related to Technical Barriers to Trade, Regulatory Procedures Harmonization and Intellectual Property Rights (Bolivia and Dominican Republic)
- **Knowledge of the European Union trade policy**
- Comprehensive knowledge of the regulatory process of US, EU and LATAM countries, of the trends of their regulatory environment, keeping abreast of international legislation, guidelines and customary practices
- Great capacity for collection and collation of a wide range of information, with understanding of complex documentation
- Strength in **regulatory harmonization processes and development of regulatory projects**
- Excellent capabilities of groups and teamwork coordination and leadership

Specific country experience:

Country	Date from - Date to	Country	Date from - Date to
Dominican Republic	2002, 2008, 2009, 2010	MERCOSUR (Argentina, Brazil, Paraguay, Uruguay)	1999-2003
Ecuador	2006, 2007	United States	2001-2007 / 2010-2015
Costa Rica	1998	Colombia	2003
Mexico	2014	Uruguay	2007
Peru	2007	Bolivia	2004-2005

1. Professional experience

Date	Location	Company & Reference Name-Contact detail	Position	Description
2014-present	USA - Florida	INTEGRAL - Ernesto Fernandez efb@f-integral.com	Consultant	Hispanic Business Initiative Fund (HBIF): Export Programs for Hispanic SMEs: description of TBTs and Foreign Markets Research
2014	Argentina - EEUU-Mexico	INTEGRAL – Ecorys Ernesto Fernandez, efb@f-integral.com	TBTs Expert	Evaluation of the implementation of the EU-Mexico FTA and an assessment of the possible modernization of this Agreement – DG Trade European Commission
1998 to date	Argentina – United States of America	Center of Studies on Economic Integration and International Trade (INTEGRAL) Ernesto Fernandez B. efb@f-integral.com	Secretary of the Board – Training Programs Coordinator –	Responsible for the coordination of training courses: program design, elaboration of case studies and simulation exercises; Director and Coordinator of Trade Capacity Building Programs: planning and design of TCB Programs, technical assistance and training related with more than 25 programs designed for Latin America and Caribbean Countries; More information at www.f-integral.org
2012-2013	Argentina	Genzyme Argentina Dario Letzen dario.letzen@genzyme.com	Senior consultant	Impact analysis of Orphan and Neglected Diseases on the pharmaceutical industry
May-July 2013	United States of America	INTEGRAL & SUAGM (Sistema Universitario Ana G. Mendez), Ernesto Fernandez Batmalle efb@f-integral.com	Professor	MBA Workshop on International Business Seminar on Export Marketing Plan (in charge of the case study design and lectures)
03/ 2010	Dominican Republic	EPTISA Internacional / European Union (EU) A. Dominguez anouk.dominguez@cnnc.gov.do	Professor	Institutional Support Program for the Regional Integration (ISPRI) Seminar on Market Access Negotiations , Topic: Technical Barriers to Trade .
06/2009 - 08/2009	Dominican Republic	EPTISA Internacional / European Commission (EC) A. Dominguez anouk.dominguez@cnnc.gov.do L. Nuñez Muñoz lnunez@eptisa.com	Academic Coordinator and Professor	Institutional Support Program for the Regional Integration (ISPRI) Basic and Advanced Training Courses in International Trade Negotiation Techniques and Issues for government negotiators and private sector representatives
02/2009	Dominican Republic	Chemonics Inc. / USAID A. Garcia ayalivis_garcia@hotmail.com	Academic Coordinator and Professor	Implementation and compliance of DR-Central America Free Trade Agreement (CAFTA) commitments Training on the Implementation Commitments in Intellectual Property Rights for the DR-CAFTA
05/2008	Dominican Republic	Chemonics Inc./ USAID L. Batista- lynettebatista@yahoo.com M. Villa Pina- mariavilla23@hotmail.com	Senior Trade Consultant	Implementation and compliance of DR-CAFTA commitments , Public Health State Secretariat: Drugs and Pharmacy General Directorate. Action Plan for the DR-CAFTA Commitments Implementation for Sanitary Registration and Technical Barriers to Trade on IPR and Market Access DR-CAFTA Chapters .
07/2008	Dominican Republic	Drugs and Pharmacy General Directorate funds of European Union , WHO, PAHO, M. Villa Pina- mariavilla23@hotmail.com	Consultant	DGDF, Institutional Development Strategic Plan , 2008-2012, for Institutional Strengthening and Organizational Development and Regulation, Assessment, Surveillance and Inspections, Topic: Functions and actions according to quality standards.
2004 to present	Argentina	GENZYME, Pharmaceutical Company Dario Letzen - Dario.letzen@genzyme.com	Consultant	In charge of Regulatory Intelligence and Regulatory Affairs, Quality Assurance and compliance of European Union and USA technical standards .
08-11/ 2007	Peru, Uruguay	Merck Foundation Grant R Lopez - rodney_lopez2@merck.com	Senior Consultant and Coordinator	Training program on Intellectual property Rights Implementation Issues; Design and delivery of two training courses on Intellectual Property Rights: From Negotiation to Implementation.
08/ 2006	Ecuador	AZUAY University, Cuenca C. Ivan Cordero Diaz cacorder@uazuay.edu.ec	Professor	Trade Negotiation ; Superior Diplomat on Trade Negotiations, Topic: Technical Barriers to Trade
03/2007, 05 /2006; 05 & 10/2005; 05 & 11/2004; 04 & 10/2002; 2001	USA	Center of Studies on Economic Integration and International Trade and Florida International University (LACC-IIPS) E. Gamarra- gamarrae@fiu.edu	Senior Trade Consultant and Coordinator	Design and implementation / coordination of Trade Negotiations Training Programs for government officers and private sector and civil society representatives from the Hemisphere. Topics: Technical Barriers to Trade , Harmonization of Technical Regulations, Market Access, Regimen of Origin, Intellectual Property Rights, Dispute Settlement.
2002 and 2005	Bolivia	Chemonics Inc. /USAID, Bolivia Trade and Business Competitiveness Program W. Nuñez - wnunez@hotmail.com	Senior Consultant, Academic Coordinator /Professor	Technical Assistance and design of Training Programs on International Trade Negotiations Technical Assistance to the Bolivian Trade Capacity Building Program USAID funded Seminars on Topics: Technical Barriers to Trade , Market Access, Intellectual Property Rights
2003	USA, Costa Rica, El Salvador	VIII ABF, Organizing Committee, LACC, FIU E. Gamarra - gamarrae@fiu.edu	Senior Consultant - Technical Committee	Technical Guidelines for business organizations and civil society position papers; Analysis and interpretation of the 3 rd draft of the FTAA Americas Agreement for Market Access (including TBT) & IPR

Date	Location	Company & Reference Name-Contact detail	Position	Description
03-11/ 2003	Chile	Cooperation Agreement between CELARE (Latin American Center for the Relations with Europe) & INTEGRAL, European Union E. Fernandez efb@f-integral.com	Senior Trade Consultant - Academic Administration and Coordination	Academic Administration and Coordination for the design and implementation of the European Studies and Latin America and EU Relations Diplomat EU-Chile Association Agreement Analysis and Interpretation
03&08&12/ 2002	Dominican Republic	Chemonics Inc. /USAID, Florida International University, E. Gamarra-gamarrae@fiu.edu	Professor	Training Courses on International Trade Negotiation, Harmonization of a TBT, Market Access and Free Trade Areas Impact.
1999-2002	Latin American Countries	FIFARMA (Latin American Pharmaceutical Industry Federation), R. Lambour Rodolfo.lambour@fedefarma.org	Senior Consultant	Strategic planning and design of sectorial positions to be submitted to the PAHO's Conferences on Harmonization of Pharmaceutical Products Regulation.
1998 to present	Argentina and USA	INTEGRAL E. Fernandez Batmalle efb@f-integral.com	Secretary of the Board and Trade Capacity Building Programs Coordinator	In charge of executive decisions and policies of the Center of Studies Board. Director and Coordinator of Trade Capacity Building Programs: planning and design of TCB Programs, technical assistance and training related; More than 25 programs designed for technical assistance and training projects in Latin American and Central American – Caribbean countries
1998-2003	Brazil, Costa Rica, Argentine, USA	Business Network for Hemispheric Integration (BNHI), Halina Ostrovski hbointernational@sympatico.ca	Senior Advisor	In charge of analysis, interpretation and follow-up of Free Trade Area of the Americas trade negotiations, Market Access Chapter, Sanitary and Phytosanitary Measures, Technical Barriers to Trade , and Intellectual Property Rights Chapter
1997-1998	Argentina	Ministry of Foreign Relations of the Argentine Republic, United Nations Development Program, M. Lucco - mfl@mrecic.gov.ar	Senior Trade Consultant	UNDP & Ministry of Foreign Relations of the Argentine Republic: Study and recommendations about technical barriers and regulations in Health Products, and Intellectual Property Rights legislations in Mercosur State Members. Follow-up and recommendations for the negotiations of harmonization.
1993 to present	Argentina – Latin American and Caribbean Countries	HE&S Consultores R. Valencia ronoldy@hotmail.com	Owner and Head Partner	Consultancy firm specialized in Regulatory Intelligence and Regulatory Strategy Development for the implementation and operation of industrial companies according to domestic legislation in LACC. Areas of concern: Industrial Development, Regulatory framework, International Trade, Competitive Intelligence, Trade Barriers To Trade , Market Access, Regional Economic Integration, and International Trade Negotiations. Identification of technical trade barriers, harmonization proposals, drafting of regulatory projects, consultation with related authorities.

Other activities : Publications, trainings, etc

2004 – Co-author of Trade Negotiation and Civil Society: The case of Bolivia

2003 – Co-author of Trade Negotiation Manual for the Summit of the Americas Center Trade Negotiations Skills Courses.

2002 - Paper Lecturer on Clinical Trials in Latin America, The Center for Business Intelligence Conference

2002-2000 – Argentina, BACON SAIC, Radio diagnostics Sector: Consultant in Organizational and Manufacturing Reconversion Action Plan Design and Implementation for compliance of **national and international standards for Market Access in EU and USA**

2002-1992 – Argentina – CAEMe, Advisor for Preparation of Position Documents, **Negotiation for the harmonization of TBTs** for health products, as part of the Official & Private Delegation.

2000-1999 – Argentina, NATUFARMA SRL, Consultant for Organizational and Manufacturing Reconversion Action Plan Design and Implementation for compliance of **national and international standards for Market Access in EU and USA**

1999 - Pharmaceutical Products – Good Manufacturing Practices Status and Compliance, a proposal for Latin-American Industry.

1999 - "Non Tariff Measures and Technical Norms and Regulations on the regional integration processes: Mercosur Case". Research work, Buenos Aires.

1998 - "Analysis Update of Mercosur Agreements and its results assessment. Current situation, harmonized legislation implementation status and issues pending of negotiation". Research work

1998 - "Mercosur: Intellectual Property Rights legislation harmonization and its impact in the sectorial development ". Research work, Buenos Aires.

1998 - "Mercosur: Intellectual Property Rights Legislation and its relation with the pharmaceutical products inscription harmonized regulations". Research work, Buenos Aires, Julio 1997/Junio 1998.

1998 - "Multiplication of Mercosur external negotiation fronts". Research work, Buenos Aires, July/December 1998.

1998 - "Mercosur: Legislation description and intrablock harmonization situation. National regulations characteristics and prevalent situations in the different sectors ". Research work, Buenos Aires.

1998 - **"Core Guidelines for an harmonized sanitary legislation in Latin America"**

1997 - "Descriptive analysis of the pharmaceutical sector structure in Argentina and Brazil". Research work, Buenos Aires.

1985-1995 – Argentina, ROUSSEL Argentina, Human Health and Agro veterinary Products, Technical Manager, Quality Assurance and Regulatory Affairs responsible

1983-1884 - France, Italy, ROUSSEL UCLAF, Human Health and Agro veterinary Products, Internship in Pharmaceutical **regulatory standards of the European Union**