



Julio Cesar Reynafarje Reyna

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Professional Summary

Innovator and entrepreneur with 20 years in Healthcare leadership. Experienced in all aspects of Education, operation, and management. Visionary product developer with deep education in Health, research and analytics. Effective communicator and motivator who identifies and leverages assets in teammates to reach organizational goals. Relentless optimist who believes there is no failure, only feedback.

Skills

Strong command of business and management principles as they pertain to development, resource allocation, production methods, and leading others. Deep technical background in Healthcare analytics with experience using project management and user interface software. Motivated team player with excellent public speaking ability and oral, written, and interpersonal communication. Initiator and problem-solver using creativity, resourcefulness, and assets to break down and overcome organizational obstacles. Lifelong learner committed to staying on top of the best current and emerging business practices, especially in an international context. Attentive listener who is not afraid to incorporate the opinions of valued team members into policy and planning.

EDUCATION AND CAREER HISTORY

<i>Bachelor degree in dentistry</i> <i>Universidad San Martin de Porres</i>	1999
<i>DDS degree</i> <i>Universidad San Martin de Porres</i>	2000
<i>Private Practice</i>	2000 -
<i>Surgical and restorative procedures in Implantology diploma</i> <i>Lifecore Biomedical</i>	2003
<i>Scientific Advisor in esthetic dental materials</i> <i>3M ESPE</i>	2003-2010
<i>Esthetic dentistry Diploma</i> <i>Universidad Científica del Sur</i>	2004
<i>Clinical teacher</i> <i>Esthetic Dentistry Diplomate post graduate program</i> <i>Universidad Científica del Sur</i>	2004-2010
<i>Intensive clinical course in periodontics and implantology</i> <i>Instituto de Salud Oral</i> <i>Hospital Central de la Fuerza Aérea del Perú</i>	2005
<i>Certificate in Research & Education</i> <i>Universidad Inca Garcilaso de la Vega</i>	2005-2006
<i>Founder and Director</i> <i>Functional Esthetics Diplomate post graduate program</i> <i>Universidad Inca Garcilaso de la Vega</i>	2005-2006
<i>Scientific Advisor in dental materials</i> <i>Ivoclar Vivadent</i>	2009 - 2012
<i>Teacher</i> <i>Esthetic Dentistry Diplomate post graduate program</i> <i>Colegio Odontologico de Lima</i>	2009-2011
<i>Clinical Director and teacher</i> <i>Esthetic and restorative Dentistry specialization post graduate program</i> <i>Universidad Científica del Sur</i>	2010 – 2013

<p>Scientific Advisor in dental materials Ultradent Educators program Ultradent</p>	2010 – 2012
<p>Teacher of dental materials and cariology Endodontics specialization post graduate program Universidad San Juan Bautista</p>	2011 –2014
<p>Teacher Esthetic Dentistry Diplomate post graduate program Colegio Odontologico del Peru</p>	2012 – 2015
<p>Esthetic and Restorative Dentistry Specialist Degree Universidad Cientifica del Sur</p>	2013
<p>Teacher of dental materials and cariology Oral Rehabilitation specialization post graduate program Universidad San Juan Bautista</p>	2013 –2014
<p>Director and teacher Esthetic and restorative Dentistry specialization post graduate program Universidad Norbert Wiener</p>	2016 - 2020
<p>Dean Continued Education School Colegio Odontologico del Perú- Region Lima</p>	2018 –2020

OTHER ACHIEVEMENTS

Publications

Esthetic Reproduction of the Anterior Teeth
 Clinical
 Reflect Dental Magazine and other global publications

The Three Pilars of esthetics
 Clinical
 Reflect Dental Magazine and other Global Publications

Action of the transforming growth factor B1 in dentinal regeneration
 Review
 Vision Dental Dental Magazine

New Alternatives in dental restoratives, Discovering the nanoionomers
Clinical
Actualidad Odontologica Magazine

Color Considerations
Clinical
3M Espertise Magazine

Sfumato
A practical approach for aesthetic dental restorations
Dent-Import publication, 2017, Lima, Perú.
Book Author

Relevancy
Barnes & Noble, Amazon Books, USA, 2020.
Book Chapter Author

Midas Touch, Post Covid Dentistry.
Barnes & Noble, Amazon Books, USA, 2020.
Book Co-Author

Power of Dr.
Barnes & Noble, Amazon Books, USA, 2020.
Book Chapter Author

Lectures and conferences

More than 100 national conferences all over the Country.

Conferences in Ecuador
Quito, Guayaquil, Cuenca, Riobamba, El Puyo

Conferences in Bolivia
Santa Cruz, Cochabamba, Sucre

Conferences in Argentina
Buenos Aires, La Plata, Tucuman, Rosario

Conferences in Mexico

Mexico DF, Puebla

Conferences in Chile

Santiago

Conferences in El Salvador

San Salvador, San Miguel

Round Table and Lecture in Brazil

Foz de Iguazu

Round Table in Colombia

Cartagena de Indias

Round Table in Germany

Seefeld

Train the Lecturer Global Meeting

Schaan, Liechtenstein

Product Presentation in Peru

Ketac N100 / 3M Espe

Lima, Trujillo, Arequipa

Product Presentation in Peru and Ecuador

Sensodyne repair and protect / Glaxo Smithkline

Lima, Trujillo, Arequipa, Quito, Guayaquil

Business Development

2015 – Present

- Uncovered new clients and business opportunities.
- Developed marketing content and sales scripts with strategic messaging.
- Led trainings in Healthcare best practices, method iteration, research and analytics.
- Customer service, branding, and international considerations.
- Assisted with development and implementation of new products.

Product Developer

2015- Present

- Conceptualized, researched, and built product prototypes to meet consumer needs and maximize profits.
- Conducted a patent for medical device in Europe and USA.
- Coordination with marketing, operations, engineering, and research departments to unify product vision and strategy.

Hobbies and Interests

I attend and speak at several leadership conferences throughout the year to motivate and network with fellow Doctors and entrepreneurs. Outside of business hours, I stay active by running, swimming, and playing Golf. I love to spend time with my kids and International travel is one of my favorite pastimes.