

**Carolina Ochoa**  
**Business Development and Quality Manager**

**Professional Profile – Carolina Ochoa**

María Carolina Ochoa Muñoz is an executive with strong academic training in Administrative Law and Public Procurement, specializing in regulatory analysis, legislative design, and technical quality control of documentation. Her professional background has enabled her to develop deep expertise in national regulations, administrative standards, control systems, and regulatory processes, reinforcing her profile as a results-driven leader oriented toward strict compliance and the efficient management of legal and technical projects.

**Regulatory, Legal, and Technical Expertise**

Her experience includes drafting and reviewing legal reports, rulings, contracts, agreements, and regulatory reforms, ensuring technical precision and methodological rigor. Carolina has led institutional advisory processes, coordinated with national and international organizations, engaged in technical negotiations, and supervised strategic documents—key competencies for directing quality assurance and regulatory compliance areas within demanding environments such as ECUCONSULTS.

**Quality Management and Business Development Leadership**

As Business Development and Quality Manager, Carolina brings strategic vision, leadership capabilities, and a culture of excellence in both regulatory and technical compliance. She ensures the delivery of labeling reviews and regulatory products with accuracy, consistency, and full adherence to national and international standards.

Additionally, she strengthens client relationships through rigorous process oversight, the identification of improvement opportunities, and the development of new business grounded in trust, precision, and high professional standards.