

Silvia LORRIO OLANGUA

10.05.1988. Pamplona, Navarra.

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- International experience in logistics project execution, supply chain and contract negotiation.
- Data analysis and Artificial Intelligence.
- Expertise in French and English.

EXPERIENCIA PROFESIONAL

2021 - Today Global Sourcing. Contract manager y Road Transport Specialist NORDEX ACCIONA WINDPOWER. **INTERNATIONAL DIVISION. LATAM, AFRICA AND MIDDLE EAST REGIONS.**

Development of Tender Strategies

- Analyse and propose tender strategies through the assessment of each country, following the evaluation of transportation needs and requirements.
- Evaluate supplier proposals in terms of costs, services offered, deadlines, and other relevant factors.
- Identify business opportunities and promote the company's unique value proposition.
- Establish and maintain strong commercial relationships with potential and current clients.

Negotiation of Transportation Contracts in Destination Countries

- Lead negotiations with specialized wind transport providers in the 21 countries across the 3 regions.
- Ensure that all transportation contracts and operations meet Nordex's legal requirements and standards.
- Sourcing board: Contractor allocation through bid submission to the management committee.
- Negotiation and contractual closure with the awarded company.

Technical Support and Continuous Improvement

- Implementation of specific transportation solutions for each country based on its specifications.
- Participation in strategic logistics planning for country projects and advisory in decision-making.
- Development of a price management tool through Power Apps Power BI.

Travels

- Travel to destination countries.
- Review of ports and roads for risk mitigation.
- Meetings with local teams and suppliers.

LATAM (Chile, Colombia, Argentina, Ecuador, Perú, México, Panamá, Costa Rica, Cuba, El Salvador, Guatemala, Honduras, República Dominicana, Uruguay+ Region de Magallanes Hydrogen). **AFRICA** (South Africa, Morocco, Mozambique, Zambia, and Egypt). **MIDDLE EAST** (Saudi Arabia, Oman).

2017 -2021 **Warehouse Manager at NORDEX ACCIONA WINDPOWER. CHILE, SOUTH AFRICA, SPAIN, SWEDEN.**

- Logistic Control: Ensure the correct reception of national and international goods and guarantee the timely delivery of materials requested by the company in charge of wind farm assembly.
- Stock and Inventory: Proper management of warehouse inputs and outputs to avoid stockouts and prevent project delays and interruptions. Document tracking in accordance with Nordex's internal procedures.
- Shipping and Returns Management: Coordinate inbound and outbound transportation. Review instructions and material specifications for shipment optimization and cost savings..
- Quality report: Inspection of materials received in the warehouse. Collaborate with the quality team, serving as a source of information on batches, suppliers, arrivals, and material traceability for the opening of non-conformities.
- Projects: San Gabriel, Nxuba, Motilla del Palancar, Cabanillas, San Francisco Mallén, Nysater II.

Port and Transportation Manager at NORDEX ACCIONA WINDPOWER. ARGENTINA, CHILE, SOUTH AFRICA, SWEDEN.

- Logistic Control: Coordination and execution of the vessel arrival plan and the shipment of large components. Supervision of vessel unloading according to Nordex's instructions and quality standards. Port space management based on wind turbine type and project. Tracking and cost traceability of transportation from port departure to installation at hardstand.
- Quality report: Supervision of manoeuvres in accordance with Nordex's quality standards. Inspection of the condition of large components using checklists and applications for subsequent non-conformity reporting.
- Customs Liaison: Documentation review with Nordex Barasoain for vessel arrivals. Coordination of customs clearance for large components based on their storage location (primary or secondary customs zone). Tracking of additional costs.
- Projects: Achiras-Castellana, San Gabriel, Nxuba, Nysater I.

2016 -2017
14 months

Logistics Team Manager at DECATHLON INTERNATIONAL LOGISTICS CENTER. Pamplona, SPAIN.

- Logistics controller: we guarantee the reception of international merchandise and ensure the delivery on time of the items required by Decathlon stores in the Northern Zone of Spain.
- Management: to ensure the results of our operating account and the achievement of our objectives.
- Team manager of the international logistics section: leadership and recruitment of the 18 employees of the team.

2013-2014
12 months

Manager and logistics responsible at FUNDACION RECOVER - EDISA (CENTRAL PURCHASING HEADQUARTERS), Yaoundé CAMEROON.

- Project coordinator and purchase leader.
- Logistics controller.
- Team manager.

2012-2013
12 months

Logistics project planning at FUNDACION RECOVER - COMPLEJO HOSP. SAN MATIN DE PORRES, Yaoundé CAMEROON .

- Audit and continuous improvement in internal management.
- Project coordinator.

2014

Consultant, COMPLEJO ESCOLAR TERESA TITOS, Kinshasa, RDC CONGO.

2011-2012

Research and academic planning, INTERMON-OXFAM, Madrid, SPAIN.

2011

Strategic business planning, TÍO ANTONIO, Granada, NICARAGUA.

Strategic business planning, ITEM: electromechanical assemblies and supplies, San Salvador, EL SALVADOR.

LANGUAGE AND COMPUTER SKILLS

Language	French	C1. 2 years of professional experience in Cameroon. Erasmus in Paris.
	English	B2 / C1. Specialization. Business English with specialization in logistics and international transport.

Data analysis and office tools Power BI (Intermediate-High). DAX (Basic-Intermediate). Microsoft Office 365 (High). AI (Intermediate-High). Python, SAP, JavaScript, Linux and SQL (Basic).

EDUCATIONAL BACKGROUND

2024 **ARTIFICIAL INTELLIGENCE** – The Power Business School
Master MBA specialize AI. Master IA.

BUSINESS INTELLIGENCE (BI) - IBM
Professional Certificate BI Analyst

2023 **DATA ANALYSIS** - DAX, Power BI, Microsoft Office 365.

2015 – 2016 **INTERNATIONAL TRADE** – Public University of Navarra, Pamplona.
6 months Specialization in analysis of international market opportunities and foreign trade techniques.

2011 – 2012 **PROJECT MANAGEMENT** - Universidad Pontificia de Comillas, Madrid
1 year Master's degree in international development Cooperation. Specialization: project management.

2006 – 2010 **INFORMATION SCIENCES** - University of Navarra.
4 years Degree in Advertising and Public Relations. Specialization: strategic communication.

For further information, please do not hesitate to contact me.