



BOSCH



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## Sr. Manager (Americas)/Executive Consultant (Jan 2021 – To date):

### Responsibilities:

- Develop External Market Business in our Americas Regional Office (North America, Central and South America) Supporting our customer to reach their goals with our expertise as a recognized as a top Global Industrial and Innovation Company (Turnkey Projects, Process Optimization, Manufacturing, IoT, Project Management Office, Logistics, Business Processes)
- Marketing & Commercial Strategy Development & deployment .
- Develop Lead and presence on the Market.
- Technical accountable.
- Develop the organization
- Develop new competences on the team. (Project Management, Agile, Soft and Technical)

## Sr. Global Manager i4.0 / Program Manager (Germany) (Oct.2018 –Jan 2021):

### Responsibilities:

- Develop Industry 4.0 Cross-Business Field Supporting our Regional Offices (China, NA, India, Malaysia)and external customers on the path to make their factories "smart factories" digitalizing and automatizing processes to make employees life easier and using the data collected to improve business decisions, as well as support on the development of the other business fields.
- -Marketing & Commercial Strategy Development & deployment .
- Technical accountable.
- Develop new competences on the team. (Project Management, Agile, Soft and Technical)

## Regional Manager /PMP/ SCRUM Master (North America) (Nov.2016-Oct.2018):

### Responsibilities:

Develop Industry 4.0 Cross-Business Field supporting Bosch plants and external customers on the path to make their factories "smart factories" digitalizing and automatizing processes to make employees life easier and using the data collected to improve business decisions, as well as support on the development of the other business fields.

Consultant and Sr. Project Manager/Scrum Master for different types and size of projects (i 4.0, Manufacturing, Process, Engineering, Logistics) (Small Medium and Large) within Bosch plants in North America (Mex, US, Can).

- Marketing Strategy & deployment .
- Commercial Strategy & deployment.
- Technical accountable.
- Develop new competences on the team. (Project Management, Agile, Soft and Technical)
- Quality and adherence of Projects through Project Management or Agile.
- Coaching for the PMO through expertise or lessons learned

## Manager Development Program (Nov.2014-Nov.2016):

### Target Position: North America Project Manager

### Responsibilities:

Achieve Complete projects in different positions within the organization.

4 Cross functional & Cross divisional assignments.

1 International assignment. (Germany).

### 1) North America Project Management Department. (DF, MEX) (4Q 2014, 1Q 2015)

#### Projects:

- PMO, Designed and implemented a Process to control, manage and track efficiency of the department per project and per Project Manager, with its process for continuous improvements.

### 2) Manufacturing Department. ( Juarez, MEX) (2Q,3Q 2015)

#### Projects:

- PM, Designed and implemented Process to control and potential eliminate 80% of overproduction stock.
- Support relocation of Machinery.

### 3)CLP (SLP, MEX) (4Q 2015).

#### Projects:

- PM, Implemented new software Process to improve the time used for planning reducing hours of work (NIV +).
- Implemented base software to calculate Kanban.

**BOSCH****4) C/MPE.(Stuttgart, Germany).(1Q, 2Q 2016)****Projects:**

- PjtM, Plan and coordinate around 20 direct engineers and several more indirect people involved for the relocation of 65 equipments (New and existing) for Automotive Industry in Hungary assuring the continuity of products delivered to customer during the ramp down and ramp up. Fulfilling all the requirements from the customer, company standards and international standards.

**5) Corporate Sales Department (DF, MEX) (3Q 2016)**

- Development of TT Sales Business Plan 2017.

**6) VUCA World Workshop (Tokyo, Japan 2016)**

- Chosen to represent Mexico on an international workshop with RB Japan to develop Intercultural solutions within the VUCA (Volatile, Uncertain, Complex, Agile) World

*Telefonica***Business Process Transformation Expert (May.2014-Nov.2014):****Responsibilities:**

- Design and implement a Customer Relationship Management (CRM)
- Lean and Six Sigma projects for the business process based on business strategy
- Develop and implement plan
  - Process and products improvements for cost reduction.
  - Quality improvements.
  - Logistics improvements.
  - "best practices" by the corporate.

**Powder Coating Process Superintendent /Lean Champion (Dec.2013-May2014)****Achievements:**

- Designed and Implement a Powder Coating Cabin to eliminate a third party supplier and do it as a normal production.
- Creating new roles, new structure of business, cost reductions, inventory reductions, new standards to follow, lead time improvements by a 35%.
- Accomplish production plan with an 80% of efficiency in 3 shifts.
- Develop a plan for union personnel and salary personnel development.
- Implement and maintain the 5's, TPM of the Powder Coating Plant.
- Develop and implement plan for process and products improvements for cost reduction.
- Develop and implement plan for quality improvements.
- Implement "Lean best practices" by corporate.

**Process Engineering Management /Lean Champion (Aug.2012-Dec.2013)****Achievements:**

- Design and implementation of new manufacturing lines reducing by 40% of space of the plant and reducing change over time by an 80%..
- Design and Implementation of Lean Manufacturing on the Plant.
- Design and implement a system with Reorder point for the Administration of inputs and consumables
- Relocation of Warehouse, reducing by 80% of deliver time for orders.
- Change of Plant Image and 5's Implementation and Safety internal Auditor.
- Kaizen Events Leadership, SMED, TPM, Fixtures, Pokeyokes.
- Design or modify ISO9001 Procedure, Work instructions and Process Management, Lead and Manage Plant Corrective and Preventive Actions.

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**Research and Development Engineer (Sep.2011-Jul.2012)****Achievements:**

- Product engineering support for the transfer of 2 new businesses for the plant (23 manufacturing lines transferred, 1200 new products) reviewed all their functions, drawings, specifications, UL certifications, assemblies, implementation of the product, and the release of the production for this new products. Evaluated all the tests validate the reliability of the products.
- Approved the fabrication of new tools to replace and improve the old transferred ones.
- R&D Project leader for the transfer and release of 20 tools for new suppliers.
- Coordinate the projects of 3 engineers (including UL certifications, Product Release, Engineering Changes, Releasing new tools and all daily business they have).
- Coordinate localization of 17 molding tools.
- Coordinate the fabrication of new molding tools for the plant.
- Review and implement all the improvements and corrective projects for 8 Mfg lines.

**Research and Development Engineer (Aug.2009-Sept.2011)****Achievements 2010:****Black belt project:**

Reduced 44% of the Service Call Rates to avoid penalties from our customer. Reduced the Top Mount Freezer Door Assembly from 835,000 PPMs to 0 PPMs doing a mechanical redesign of the structure for the assembly and controlling the variation on assembly line.

**Main activities:**

Improve and develop the design of the product by reducing service calls, researching the inconvenience and claims of the customer finding the root cause of the problem and implementing a countermeasure for the good evolution of the new development.

Improving quality, process and customer problems by redesigning the product.

**Projects:**

- **R&D.** Deliver process research and find root causes of problems. *Sacramento, California*
- **R&D.** Develop troubleshooting guide for the technical call center of the customer. *Monterrey, Nuevo Leon*
- **R&D.** Coordinate root cause finding of a recall and repair the units. *Cranbury, New Jersey*
- **R&D.** Coordinate and Work in the research of a complete redesign development due to issues of quality. Finding the root cause using the methodology of Six Sigma and FMEA as required. Close interaction with all departments. *Monterrey, Nuevo Leon.*
- **R&D.** Work in team with the New Development Group reviewing new projects and applying lessons learned of the service calls problems in the past. *Monterrey, Nuevo Leon.*

LG Electronics

