

Andrés Tobacia

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Professional Summary

Proven Industrial Engineer with 17 years of expertise in supply chain management, manufacturing, process automation, and business development within space exploration, energy, and industrial manufacturing industries. Achieved \$13.2M in cost savings at Blue Origin, including \$8.2M in 2024 and \$5M in 2023, supporting New Shepard and New Glenn programs. Established Anything Flows, driving 400% growth to \$1.2M in annual sales as General Manager. Skilled in managing multimillion-dollar contracts (\$30M+), scaling operations, and leading international business initiatives across North and Latin America. Certified in Entrepreneurial Operations and Negotiation Mastery (Harvard), merging technical proficiency with strategic leadership to foster innovation and success in high-pressure settings.

Selected Achievements

- **Space Exploration Impact:** Led supply chain enhancements at Blue Origin, securing \$8.2M in savings (2024) and \$5M (2023) for New Shepard production, ensuring crewed capsule delivery by March 2024. Contributed to 9 successful suborbital missions and 1 successful orbital mission across New Shepard and New Glenn programs.
- **Startup Success:** Founded Anything Flows, growing it to \$1.2M annual sales (400% growth) by identifying Latin American market gaps and launching the industry's first Valve & Controls e-commerce platform, adding \$50K in direct sales.
- **Cost & Efficiency Gains:** Led procurement of \$30M+ contracts for next-gen space vehicles and implemented process automation tools (e.g., Excel macros), boosting quote delivery by 40% at Cameron.
- **Global Leadership:** Expanded Rotork's Latin American sales by 200% through market analysis, resulting in a new Chile office with 7+ staff. Trained teams across 7 countries.

Professional Experience

Blue Origin, Kent, WA, USA | Aerospace company advancing space exploration to benefit Earth

Supply Chain Program Manager III | July 2022 – Present

- Drive supply chain excellence for New Shepard crew capsule subsystems (Escape, Structures, Pneumatics, Separation, Parachute, Avionics), achieving \$8.2M in cost savings (2024) and \$5M (2023) through process optimization.
- Lead procurement of \$30M+ contracts for next-gen vehicles, utilizing Coupa, Costpoint, and Windchill tools.
- Oversee forecasting, inventory, and non-labor finance, ensuring operational readiness for 6 subsystems across composites, rocket motors, and parachutes.
- Act as single-threaded leader for supply chain, supporting 5 crewed, 4 payload missions.

Anything Flows LLC, Houston, TX, USA | Valves & Controls Distribution Company

Founder & General Manager | May 2014 – 2022

- Grew valve and automation startup to \$1.2M annual sales (400% growth), leading a team of 15 engineers, project managers, and staff.
- Launched industry-first e-commerce platform with 7,000+ products, driving \$50K in revenue during COVID-19 supply chain challenges.
- Secured and managed sales contracts (\$300K-\$9.2M) for oil, gas, and mining clients (e.g., Emerson, Cameron), overseeing finance and inventory via QuickBooks.
- Developed trademarked branding ("Anything Flows") and marketing strategies, earning recognition at the 2021 Valve & Control Conference in Mexico.

Rotork inc, Houston, TX, USA | Leading actuator and Instruments manufacturer

Outside Sales Engineer, Latin America | Jan 2012 – Dec 2014

- Grew sales from \$2.2M (2012) to \$2.5M (2013) by managing new acquisitions and expanding market share.

- Conducted a market study in Chile, driving 200% sales growth and establishing a new office with 7+ employees.

Cameron by SLB, Houston, TX , USA | Leading manufacturer of oil and gas industry equipment

Senior inside sales and project manager North and Latin America | Jan 2010 – Dec 2011

- Increased automation center revenue from \$0.9M (2010) to \$3M (2011) by managing an \$8M inventory and key accounts.
- Developed an Excel-based sizing program, improving quotation delivery by 40% weekly.

Emerson, Houston, TX, USA | Leading Supplier of process management products

Inside sales and project manager Latin America | June 2008 – Dec 2009

- Boosted Latin American revenue from \$10.8M (2008) to \$17M (2009) by streamlining quotation processes (3 to 20 weekly quotes) and initiating weekly video conferences.
- Secured \$15M in contracts for Shafer actuators in natural gas and mining sectors.

Education

Entrepreneurial and Small Business Operations Certificate & Negotiation Mastery | [Harvard Business School](#), 2019

Bachelor of Science Industrial Engineering | [Texas A&M University](#), 2008

Certifications & trademarks

- **Certifications:** Entrepreneurial Operations, Negotiation Mastery (Harvard)
- Anything Flows (6409267), Life flows on (6409290), La vida fluye (6409293), Flow control our passion (88391508), Control de flujo nuestra pasion (90252770), Vincent Van Flow (6409301), AF stylized octopus with the letter "A" and "F" (6409307) - United States Patent and Trademark Office

Skills

- Supply Chain Optimization
- Process Automation
- Manufacturing Scaling
- Multimillion-Dollar Contract Management
- Business Development
- Technical Sales
- Startup Growth
- E-commerce Strategy
- Project Management
- Bilingual: English & Spanish
- Branding
- Customer report management systems
- Enterprise Resource Planning
- Material Requirements Planning
- Tools: Coupa, Costpoint, Oracle, SAP, Windchill, QuickBooks, Jira, Excel (Macros)

Volunteer work & Interest

- **Volunteer:** [Club for the Future Ambassador](#), [Space United](#) – Sports and Space Outreach
- **Interests:** Guitarist/Songwriting, Photography, Blockchain Enthusiast, Website Design