

AXEL BARBARÁ

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EDUCATION

MASSACHUSETTS INSTITUTE OF TECHNOLOGY, Cambridge, MA **December 2015**
Master of Engineering in Logistics, Supply Chain Management Program

UNIVERSIDAD AUSTRAL, IAE Business School, Buenos Aires, Argentina **December 2013**
Master of Business Administration, Full-Time Bilingual Program

- *Magna cum laude*; Class Rank: 3rd; GPA: 3.7; Concentration in Finance & Developing Economies
- International exchange, **THE UNIVERSITY OF TEXAS AT AUSTIN, McCombs School of Business**, Austin, TX, Spring 2014

UNIVERSIDAD DE BUENOS AIRES, School of Economic Sciences, Buenos Aires, Argentina **December 2012**
Postgraduate course, Planning and Strategic Administration

UNIVERSIDAD ARGENTINA DE LA EMPRESA, Buenos Aires, Argentina **December 2011**
Bachelor of Business Administration

- Major: General Management; Minor: Economics

EXPERIENCE

TERRA PAVE INTERNATIONAL, Austin, Texas, USA **2014**
Manufacture of natural and cost-effective alternatives for road improvement. Employees: 50. Revenue: US\$5M.

Manager, Business Development

- Opened the markets of Ecuador, Bolivia and Paraguay by developing long term relationships with exclusive distributors
- Migrated the data and Implemented the use of a new CRM; coached the staff and achieved a successful adoption

TRUSTEESHIP OF FINANCIAL RECOVERY OF THE PROVINCE OF BUENOS AIRES, Buenos Aires, Argentina **2011 - 2013**
Recovery of defaulted debt. Government dependent autarchic entity. Employees: 85. Revenue: US\$50M.

Manager, Procurement and Services

- Negotiated fee and price increases based on economic analysis of inflation; approved by Board of Directors and Minister of Economic Affairs
- Managed and coached multiple employees in ERP systems, government procurement protocol, and pricing analysis
- Developed real-time tracking process to maintain appropriate stock levels; improved budget accuracy by 25%, \$150k
- Implemented an optimal batch size estimation process; saved human capital and financial resources worth \$10k

REPSOL - YPF (RYPF), Buenos Aires, Argentina **2010 - 2011**
Exploration, production and distribution of hydrocarbons. Publicly listed company. Employees: 26,000. Revenue: US\$15B.

Analyst, Performance Monitoring and Procurement

- Improved average margin of 25 gas stations by 200 basis points through evaluation of demand/margin characteristics and optimization of product mixes
- Evaluated gas station expenses and proposed maintenance expense and investment budget reallocations
- Performed statistical analysis of customer service metrics; presented recommendations to regional executives
- Managed vendor relationships and requests-for-proposals, negotiated contract amounts and terms, and procured supplies and services from non-centralized suppliers; realized 20% improvement in prices of items procured

SETEX, Buenos Aires, Argentina **2008 - 2010**
Hospital laundering services and powdered soap producer. Employees: 140. Revenue: US\$20M.

Analyst, Procurement and Cost

- Procured 95% of the materials and supplies for two factories from 120 suppliers, \$2M spend annually; achieved a 7.5% inflation adjusted average price improvement
- Analyzed and allocated material, operating, and administrative costs to derive a cost per unit figure for each product; modeled and analyzed the variations in product margins due to inflation and fluctuating exchange rates
- Arranged product shipments to customers; achieved 1 hour/15% delivery time improvement

ADDITIONAL

- Language fluency: Spanish (Native), English (Advanced), Portuguese (Advanced), French (Intermediate)
- Rugby (First Division Club); Chess (Nationally Ranked Player 2006)
- **Work Eligibility:** Eligible to work in the United States, EU, and Mercosur countries with no restrictions