

## Jaime Coronado

Site Head, Supply Chain And Logistics @ National Resilience

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### Summary

Previous	Associate Director Global Materials Management @ United Technologies, Collins Aerospace
Preferred	Director Supply Chain, Procurement, SOP, ERP
Location	Belmont, MA, US
Desired Work Settings	Remote or On-Site
Willing to Relocate	Yes
Work Authorization(s):	Authorized to work in the United States on a full-time basis.
Security Clearance Info:	US Citizen (for security purposes)
Employment Type	Full-time Contract - W2
Total Experience	22 years
Education	Masters @ University of Toronto Masters @ Sloan School of Management (MIT)
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## **PROFILE**

Supply chain executive leader with twenty years of experience in consumer goods, biotech, aerospace, retail and consulting. Track record of meeting strategic and financial objectives at Fortune 100 companies. Working knowledge of Oliver Wight S&OP principles and achieving World Class Certification. Skilled cross-functional collaborator who partners effectively with internal and external stakeholders. Extensive PMO ERP leadership experience.

## **EDUCATION**

Massachusetts Institute of Technology, Sloan School of Management. EMBA program. Boston, MA USA (2021)  
University of Toronto, Toronto Ontario. Master's in science. Mechanical & Industrial Engineering (1998)  
Universidad del Valle de México, México City. BIE Mechanical & Industrial Engineering Department (1992)  
Professional Certifications from Columbia University (Change Management); MIT (Supply Chain Systems),  
APICS (CPIM, CSCP), and ASQ (Six Sigma Black Belt)

## **SUMMARY: SUPPLY CHAIN LEADERSHIP EXPERIENCE:**

- Oversight responsibility of Global S&OP Operations teams including Americas (9 facilities) and Europe (2 facilities between UK and FR).
- Set the foundation for Best-in-Class S&OP Roadmap and assessment tool to evaluate each individual site core competencies and capabilities. Fit/gap analysis and risk mitigation strategy implementation.
- Lead the monthly Global Sales & Operations Planning process cycle 5 days turn around)
- Lead and achieve ROI on using Rough-cut Capacity and Simulation modeling scenario planning.
- Lead Demand Planning to assure forecast error is well supported by Inventory Policy and Financial objectives.
- Global Inventory Entitlement reduction of working capital by \$25 million.
- Collaborated with central team on evaluating augmented technology, virtual warehouse simulation alternatives to enhance by 25% our throughput and material flow. Achieved an extraordinary 15% savings on packaging consumables spend and small container acquisition.
- Achieved \$3.5m savings via Solumina MES integrated platform with SAP, PLC, electronic work instructions, quality steps and material flow deployment strategy.
- Implemented 10+ ERP digital transformations including Oracle, SAP, MS D365

## **SUMMARY: STRATEGIC PROCUREMENT LEADERSHIP EXPERIENCE:**

- Procurement expenditure budget up to \$560m
- Extensive leadership experience with supplier negotiations by strengthening the supplier S&OP collaboration process.
- Create a Business Continuity Plan and Risk Mitigation Strategies to mitigate risks related to price instability, sourcing / supply chain disruption, supplier performance, contract management, overspending, compliance management, and procurement processes.
- Serve as a role model for continuous improvement within the procurement function including the use of best practices, lean methodologies, benchmarking, supplier performance dashboards, and developing team capabilities.
- Champion a project portfolio pipeline of savings and non-savings value plans in alignment with category strategies and business needs to deliver sustainable procurement value.
- Monitor and control contractual agreements and clauses over entire lifecycle and minimize exposure to contractual risks in external relationships through usage of terms and conditions as aligned with legal function.
- Make decisions and prioritize work, projects, programs, and other initiatives in alignment with financial and strategic business KPIs attainment.

## **CHRONOLOGICAL WORK EXPERIENCE:**

### **National Resilience (Allston, MA USA).**

#### **Sr Director, Supply Chain Operations**

**May/21 – May/23**

- Serve as a technical and operational strategic liaison to leverage Contract Manufacturing Operations (Clinical)
- Overall responsibility for a \$150m spend across 80 suppliers and 470 materials, including chemicals, single use technology and CAPEX to support the creation of new process capabilities at the Allston Landing Facility.
- Led supplier collaboration to validate insulated shipping packaging materials and cold supply chain operations overseas.
- Accountable for business partnering with HSE regarding materials flow for chemical usage in accordance to Boston Fire Department storage capacity allowance.
- Actively engaged with CDMOs to support and manage GMP batch manufacture and testing for APIs, Single Use Technology components, support deviation investigations, batch review and release of GMP material.
- Drive generation of Manufacturing Batch records and sampling plans in collaboration with the CDMO teams.
- Review and approve all GMP manufacturing Formulas and Routing documents and master data governance.
- Collaborate with Project Management and CMOs in developing project plans and schedules and ensure that tasks are executed according to the operational plans.

### **Massachusetts Institute of Technology (Cambridge, MA USA). Executive MBA Program FT Student**

**Nov/19 – May/21**

### **United Technologies Corporation (Burnsville, MN). Associate Director, Global Materials Operations**

**Sep/17 – Nov/19**

- Two roles held due to the acquisition of Rockwell Collins. Initially reported to the VP Supply Chain Sensors and Integrated Filters Division (2019), then to the Regional General Manager (Burnsville Site).
- Oversight responsibility of Global S&OP Operations team including Americas (9 facilities) and Europe (2 facilities between UK and FR) within the Aviation Division. This includes \$560m spent across 11 facilities (e.g, mechanical systems, sensors, interiors, power and control categories).
- Facilitated Steering Committee Quarterly reviews regarding all supply chain strategic project initiatives. Global Inventory Entitlement reducing working capital by \$25 million in 2019.
- Established UTC's world-class supply chain production system, achieved 95% target goals in MRP replenishment (safety stock levels)

### **HNI Corporation (Muscatine, IA USA) Program Manager, BPO Materials Management, S&OP**

**Mar/13 – Aug/17**

- Reported to the VP of Business Transformation.
- Managed 20+ supply chain project initiatives in parallel to Oracle Business Transformation worth up to \$8.5 million dollars in savings. BPO for Demantra, Advanced Supply Chain Planning (ASCP), Real-time S&OP, Inventory Optimization solutions
- Led the real-time S&OP, Inventory Optimization and Collaborative Planning Oracle deployment reducing working capital by 15% YOY.
- Using Oracle BI Tools to profile and assess supply chain risks and trends to ensure security of supply within assigned categories. Achieved a remarkable 35% cost reduction and 15% productivity increase by leading the warehouse and logistics digital transformation with the Oracle OTM solution.

### **10+ Work Experience (Additional)**

Master Lock (Milwaukee, WI USA). Director, Materials Management (Contract)	2012-2013
Tata Consulting/GE-Healthcare (Pewaukee WI USA). S&OP Leader Consultant (Contract)	2011-2012
Genentech, Inc. (San Francisco, CA USA) Materials Requirements Planning Manager. (Permanent)	2004-2011
Waste Management Inc., Boston, MA – Seasoned <i>PeopleSoft Project Lead (Contract)</i>	2004
Samsung SDS America, New York, NY/Edison NJ – <i>ERP Project Manager (Contract)</i>	2002 - 2004
Rsystems, USA – Project Manager/Account Development Consulting	2000 – 2001
BearingPoint, Mexico – <i>Senior SAP Supply Chain Consultant</i>	1999 - 2000
Wallace & Tiernan, Mexico – Operational Excellence and IT <i>Project Manager</i>	1998
Petroleos Mexicanos, Mexico. Planner Buyer	1988-1992