

**José**  
**Supply Chain Executive - Global Operations**  
Argentina

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Supply chain leader with over 15 years of experience in SaaS & logistics, achieving \$145M savings. Expert in global operations & process optimization.

## SKILLS

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**Skills:** Project Management • Data Analytics • Supply Chain Optimization • Lean & Six Sigma • Process Reengineering • Strategic Planning • Demand Planning • Forecasting • Customer Service • Cultural Transformation • Cost Reduction • Workflow Automation • Trello • SAP APO • APICS CPIM

**Languages:** Spanish (Native); English (Fluent); Portuguese (Upper Intermediate); French (Basic)

## PROFESSIONAL EXPERIENCE

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**Mad Supply Consulting** — Argentina Oct 2023 - Present  
*Founder*

- Led the company as a Founder, focusing on supply chain transformations and strategic consultancy across diverse industries with a focus on achieving process optimization, resulting in a 15% increase in operational efficiency.
- Spearheaded the LETIS Project to drive strategic restructuring towards regionalization, resulting in improved operational efficiency by aligning processes closely with market needs.
- Developed and executed a procurement process redesign at SGS, tailored distinctively for various business units, yielding a 25% reduction in costs during the first year of project implementation.

**Philip Morris International** — Argentina Oct 2021 - Sep 2023  
*Southern Cone Customer Service Head*

- Oversaw operations across multiple countries including Argentina, Paraguay, Uruguay, Chile, and Bolivia, ensuring consistent service delivery and operational alignment with corporate objectives, achieving a 20% improvement in service delivery consistency.
- Pioneered the implementation of the 'Open+' methodology within the regional distribution centers, unlocking \$12.5M USD in productivity gains at a macroeconomic level.
- Established and led a customer collaboration team integrated deeply into commercial strategies, enhancing cross-functional synergy which significantly boosted customer satisfaction metrics.
- Achieved a dramatic reduction of Finished Products Days of Inventory from 45 to 15 days, generating a sizable \$75M USD reduction reflected in the profit and loss statements.
- Engineered multiple productivity projects totaling \$58.5M USD, effectively elevating operational efficiency and financial returns.
- Led cultural transition from S&OP Ways of Working to Integrated Business Planning (IBP) methodology, improving collaborative forecasting and planning process in alignment with organizational strategies.
- Managed the nationalization of 75% of imported materials under the constraints of SIRAs, significantly reducing dependency on external suppliers and mitigating risks associated with global supply chain disruptions.

**Bayer** — Argentina Jul 2019 - Oct 2021  
*AR Supply Chain Head*

- Directed supply and demand planning, effectively harmonizing operations across two productive plants in Argentina to meet LATAM demand forecasts and ensure optimal resource utilization.
- Integrated Order-to-Cash and ComEx departments enhancing cross-departmental resource allocation and achieving a streamlined approach to workflow management.

- Spearheaded the transition to a 4PL model achieving business continuity and optimizing logistics management.
- Realized a \$2.7MM reduction in raw material costs during the pandemic through strategic inventory management, significantly boosting financial liquidity.

**World Courier** — Argentina

Aug 2017 – Jul 2019

*Commercial & Business Development Manager*

- Introduced and established services in the food industry with temperature-controlled solutions, expanding business operations into new market segments.
- Facilitated a 32% increase in shipment volume through tier 2 customer engagement, driving revenue growth and expanding market share.
- Secured 2 tier 1 pharmaceutical tenders, managing operational activities to strengthen customer relations and enhance service delivery.

**GlaxoSmithKline** — Argentina

Jun 2013 – Aug 2017

*Supply Planning Regional Manager*

- Designed and instituted the LATAM planning hub, centralizing and refining regional operations to achieve a customer service level of 98%.
- Transitioned from Manugistics to SAP APO, enhancing functionality and synchronization across supply chain processes.
- Implemented strategies leading to the reduction of purchasing minimum order quantities by \$1089.7K, streamlining operations and improving cash flow.
- Reduced regional stock days from 80 to 65, resulting in a \$5.4MM cost saving by optimizing stock levels and minimizing wastage.
- Directed the launch of 45 new products regionally, coordinating multidisciplinary efforts to meet critical timelines in a competitive market.

**Pernod Ricard AR** — Argentina

Sep 2011 – Jun 2013

*Demand Planning Lead / Project Manager*

- Crafted and deployed an 18-month rolling forecast process and monthly S&OP mechanism, greatly enhancing predictive accuracy and operational foresight.
- Developed sophisticated automated tools for sales and forecast analysis, boosting accuracy and pinpointing variances effectively.
- Chaired the new product launch committee, ensuring on-time delivery of 28 product rollouts through tight deadline adherence and resource management.
- Trimmed SLOB inventories by 50%, optimizing inventory levels and reducing obsolete stock impacts on cash flow.

## EDUCATION

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**Universidad Austral Argentina** — Argentina

Supply Chain MBA, 2028

Applicant for program, scheduled for completion 2028

**Project Management Institute** — Argentina

PMP Certification, 2014

**APICS Centre for Supply Chain Professionals** — Argentina

CPIM Certification, 2012

**Universidad Católica Argentina** — Argentina

Post Graduate in International Businesses, 2010

**Universidad Argentina de la Empresa** — Argentina

Business Administration Major, 2007

Presented by  **near**