

Ignacio
Supply Chain Leader
Argentina

Seasoned Supply Chain Head with 15+ years in Pharma and FMCG, specializing in strategic procurement and logistics management, delivering \$58.5M ROI and achieving 25% cost reductions.

SKILLS

Skills: Data Analytics • Trello • Lean & Six Sigma • First Principle Estimating • AutoCAD • Bill of Quantities (BOQ) • Tender Documents • Project Management • Cost Estimating • Cost Consulting • Budget Management • Logistics • Procurement • Operations Management • Pharma

Languages: Spanish (Native); English (Professional); Portuguese (Upper Intermediate); French (Basic understanding)

PROFESSIONAL EXPERIENCE

MAD Supply Consulting — Argentina

Oct 2023 – Present

Founder

- Consulted for. LETIS managerial roles, designing a comprehensive restructuring for regionalization, optimizing workflow and improving international alignment.
- Designed and implemented a strategic procurement redesign for. SGS, boosting tailored solutions per. Business. Unit, and achieving a 25% cost cut in the first year.

Philip Morris International — Argentina

Oct 2021 – Sep 2023

Southern Cone Customer Service Head

- Oversaw operations across. Argentina, Paraguay, Uruguay, Chile, and. Bolivia, leading. AR & regional distribution centers with. Open+ methodologies, generating 12.5M. USD productivity.
- Launched a customer collaboration team successfully integrating commercial activities to capture market share and strengthen customer relations, resulting in a 15% increase in customer satisfaction scores.
- Directed financial optimizations, reducing. Finished. Product. Days on. Inventory (DoI) from 45 to 15, slashing. P&L impact by 75M. USD.
- Championed productivity projects yielding a total savings of 58.5M. USD, driving efficiency and business value region-wide.
- Executed a cultural shift from. S&OP to. IBP methodology, enhancing strategic planning processes with an integrated framework.
- Managed the successful nationalization of 75% of imported materials amid restrictive import conditions, ensuring operational continuity.

Bayer — Argentina

Jul 2019 – Oct 2021

AR Supply Chain Head

- Spearheaded teams across. Supply & Demand. Planning, Material. Management, Order to. Cash, ensuring alignment with. LATAM demand forecasts and production plans.
- Enhanced operations at 2. Argentine production plants, synchronizing release plans for raw materials and finished products for optimal supply chain flow.
- Led a project to replace on-site 4PL providers, improving logistical efficiency and operational cost management.
- Integrated. Order to. Cash and. ComEx departments, creating cohesiveness that resulted in streamlined operations and improved financial performance.
- Negotiated a 2.5M. EUR reduction in. Raw. Material during the pandemic, significantly releasing cash flow constraints.

World Courier — Argentina

Aug 2017 – Jul 2019

Commercial & Business Development Manager

- Pioneered company entry into the temperature-controlled food shipment industry, expanding market reach and client base. 32% shipment increase
- Secured 2 tier-1 pharmaceutical tenders, managing operational activities and establishing strategic market position.

GlaxoSmithKline — Argentina

Jun 2013 – Aug 2017

Supply Planning Regional Manager

- Designed and implemented. LATAM planning. HUB, and transitioned from. Manugistics to. SAP. APO, improving supply chain responsiveness.
- Achieved an exemplary. Customer. Service. Level (CSL) of 98%, showcasing reliability and high operational standards.
- Reduced minimum order quantities (MOQ) strategically across production hubs, aiding financial liquidity with a \$1089.7K saving.
- Efficiently managed stock reduction from 80 to 65 days, releasing \$5.4M regionally from operational budgets. \$5.4M reduction
- Led the transition of production from. New. York, mitigating potential market supply disruptions effectively.
- Launched 45 products at a regional scale, streamlining processes to avoid market entry delays.

Pernod Ricard AR — Argentina

Sep 2011 – Jun 2013

Demand Planning Lead / Project Manager

- Implemented an 18-month rolling forecast and monthly. S&OP processes, enhancing demand reliability.
- Developed. KPI. Dashboard to track forecast accuracy, MoC, OOS visibility, CSL, and. DIO, enabling data-driven decisions.
- Increased. Forecast. Accuracy from 45% to 85%, reinforcing trust in forecasting practices.
- Reduced. SLOB inventories at a finished product level by 50%, boosting financial and operational efficiency. 50% inventory reduction

Novartis Pharma AG — Argentina

Feb 2009 – Sep 2011

AR Demand & Supply Planner

- Elevated. Forecast. Accuracy from 98% to 99.3% and achieved a. CSL of 99.7%, setting a benchmark for excellence.
- Managed complex transitions and localizations of 25 products from import to domestic production.

Eastman Kodak Co. — Argentina

Nov 2007 – Feb 2009

Regional Operations Responsible (CARICAM, EC, PE, UR, BO)

- Established a robust. Drop. Shipment process that reduced budget expenditure by 35%, optimizing operating costs.

Bunge Argentina — Argentina

Dec 2005 – Nov 2007

AR Demand & Supply Planner

- Implemented the. LogEx system for process excellence and trained teams in. Argentina and. Brazil, fostering cross-border operational improvements.

EDUCATION

Universidad Austral Argentina — Argentina

Applicant for Supply Chain MBA, 2026

March 2026 - December 2028

Project Management Institute — Argentina

PMP Certification, 2014

March 2014 - December 2014

APICS Centre for Supply Chain Professionals — Argentina

CPIM Certification, 2012

March 2012 - December 2012

Universidad Católica Argentina — Argentina

Post Graduate in International Businesses, 2010

March 2010 - December 2010

Universidad Argentina de la Empresa — Argentina

Business Administration Major, 2007

February 2002 - June 2007

Presented by  **near**