

José Ignacio
Supply Chain Head - Pharma & Logistics
Argentina

Supply chain executive with over 15 years of experience in pharma logistics, achieved \$58.5M USD in efficiencies.

SKILLS

Skills: Project Management • Supply Chain Optimization • Logistics Management • Demand & Supply Planning • Cost Reduction • Lean & Six Sigma • Data Analytics • Budget Management • Customer Service Leadership • Business Development • Forecast Accuracy • Product Launch Management • Trello • SAP APO • Manugistics

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

PROFESSIONAL EXPERIENCE

MAD Supply Consulting — Hybrid (Argentina) Oct 2023 – Present
Founder

- Designed the restructuring process for regionalization,. optimizing resource allocation for multi-regional operations,. resulting in a 15% increase in operational efficiency.
- Led procurement redesign,. achieving a 25% cost reduction in the first year by customizing processes for business units.

Philip Morris International — Hybrid (Argentina) Oct 2021 – Sep 2023
Southern Cone Customer Service Head

- Oversaw operations for. Argentina,. Paraguay,. Uruguay,. Chile,. and. Bolivia,. enhancing customer service processes regionally,. improving customer satisfaction by 20%.
- Implemented 'Open+' methodology,. generating \$12.5M. USD in productivity improvements across regional distribution centers.
- Reduced finished product days of inventory from 45 to 15,. impacting. P&L with a \$75M. USD reduction.
- Drove \$58.5M. USD in productivities by leading execution of high-impact projects.
- Transitioned from. S&OP to. IBP methodology,. improving supply chain visibility and decision-making.
- Achieved 75% diversification of imported materials amidst the. SIRAs situation,. boosting local sourcing.

Bayer — Hybrid (Argentina) Jul 2019 – Oct 2021
AR Supply Chain Head

- Led cross-functional teams to align production with. LATAM demand,. ensuring optimal resource utilization.
- Integrated. ComEx with. Order to. Cash,. improving process efficiency and reducing operational redundancies.
- Delivered a \$2.7M. EUR reduction in raw material costs during the pandemic,. freeing cash flow.
- Drove the strategic replacement of on-site 4PL,. enhancing logistics capabilities.

World Courier — On-site (Argentina) Aug 2017 – Jul 2019
Commercial & Business Development Manager

- Expanded company presence in the food industry,. increasing temperature-controlled shipments by 32% through tier 2 customers.
- Secured two tier 1 pharma tenders,. establishing oversight over key operational activities.

GlaxoSmithKline — On-site (Argentina) Jun 2013 – Aug 2017

Supply Planning Regional Manager

- Achieved a 98% Customer. Service. Level across. LATAM by refining planning processes.
- Implemented. SAP. APO transition from. Manugistics,. improving planning accuracy.
- Reduced days of stock from 80 to 65,. capturing \$5.4M in working capital.
- Managed coordination of a. NY plant transfer with zero customer disruption.

Pernod Ricard AR — On-site (Argentina)

Sep 2011 – Jun 2013

Demand Planning Lead / Project Manager

- Optimized 18-month rolling forecasts and. S&OP processes,. enhancing supply chain predictability.
- Improved forecast accuracy from 45% to 85%,. using robust analytics and. KPI dashboard.
- Launched 28 new products through an efficient and timely go-to-market strategy.

Novartis Pharma AG — On-site (Argentina)

Feb 2009 – Sep 2011

AR Demand & Supply Planner

- Enhanced. Forecast. Accuracy from 98% to 99.3%,. contributing to a 99.7% CSL.
- Facilitated local production shift for 25 imported products amid. DJAI impact.

Eastman Kodak Co. — On-site (Argentina)

Nov 2007 – Feb 2009

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

- Implemented. Drop. Shipment processes,. cutting budgeted costs by 35% in the region.
- Established 3M and 6M purchase forecasts,. collaborating with distributors for supply chain agility.

Bunge Argentina — On-site (Argentina)

Dec 2005 – Nov 2007

AR Demand & Supply Planner

- Steered. Logistical. Operational. Excellence systems 'LogEx,' driving process analysis and improvements.
- Provided training and consulting for operational teams in. Argentina and. Brazil,. partnering with. Accenture.

EDUCATION

Universidad Austral Argentina — Argentina

Applicant for Supply Chain MBA, Expected 2028

Project Management Institute — Argentina

PMP Certification, 2014

APICS Centre for Supply Chain Professionals — Argentina

CPIM Certification, 2012

Universidad Catolica Argentina — Argentina

Post Graduate in International Business, 2010

Universidad Argentina de la Empresa — Argentina

Business Administration Major, 2007