

José
Senior Supply Chain Leader - Global Operations & Strategic Planning
Argentina

Accomplished supply chain leader in Pharma & FMCG with over 15 years of experience, driving \$75M+ cost savings with strategic transformations.

SKILLS

Skills: Supply Chain Management • Strategic Planning • Logistics Optimization • Forecasting & Demand Planning • Data Analytics • Lean & Six Sigma • SAP APO • Manugistics • 4PL Management • S&OP • IBP Methodology • Project Management • Trello • ERP Systems • CRM Tools

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

PROFESSIONAL EXPERIENCE

MAD SUPPLY CONSULTING — Hybrid (Argentina) Oct 2023 – Present
Founder

- Designed and executed the regional restructuring process for LETIS, aligning operations with strategic regional objectives to enhance competitive positioning, resulting in a 20% increase in operational efficiency.
- Implemented a comprehensive procurement redesign for SGS tailored to specific business unit needs, achieving a significant 25% reduction in procurement costs in the first year.

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

- Oversaw operations across Argentina, Paraguay, Uruguay, Chile, and Bolivia, driving \$12.5M productivity gains at regional distribution centers through the 'Open+' methodology.
- Spearheaded the integration of customer collaboration teams with commercial activities, significantly enhancing customer service responsiveness.
- Drove the reduction of Finished Product Days of Inventory (FP DoI) from 45 to 15 days, realizing a P&L impact of \$75M.
- Generated \$58.5M in productivity improvements through focused process optimization initiatives.
- Led organizational shift from S&OP to IBP methodology with a comprehensive cultural transformation strategy.
- Nationalized 75% of imported materials amid SIRAs regulations, ensuring continued production and market supply.

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

- Managed Supply & Demand Planning, Material Management, ComEx, and Order to Cash teams, optimizing operations at two production plants.
- Aligned production plans with LATAM demand forecasts, ensuring timely release of Raw Materials and Finished Products for optimal customer supply.
- Orchestrated on-site 4PL replacement, contributing to significant operational efficiencies and cost savings.
- Integrated Order to Cash and ComEx departments, achieving a streamlined process flow and improved cash cycle management.
- Facilitated a \$2.7M reduction in raw materials, improving cash flow during the pandemic.

World Courier — On-site (Argentina) Aug 2017 – Jul 2019

Commercial & Business Development Manager

- Expanded company presence into the food industry for temperature-controlled shipments, increasing shipment volume by 32% via tier 2 customers.
- Secured two tier 1 pharma tenders, overseeing operational activities and contributing to significant revenue growth.

GlaxoSmithKline — On-site (Argentina)

Jun 2013 – Aug 2017

Supply Planning Regional Manager

- Designed and led the implementation of LATAM planning HUB and SAP APO, transitioning from Manugistics to enhance planning accuracy.
- Achieved a 98% CSL at a regional level by optimizing supply chain processes and reducing stock levels.
- Reduced purchasing MOQ, saving \$1089.7K, and cut stock days from 80 to 65, releasing \$5.4M.
- Decreased safety stock days by 15 at a regional level, releasing \$4.5M, and reduced working capital from \$76.9M to \$57.7M.
- Coordinated the resourceful transference of a NY production plant, maintaining market availability.

Eastman Kodak Co. — On-site (Argentina)

Nov 2007 – Feb 2009

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

- Implemented a Drop Shipment process for materials, achieving a 35% savings on the area's budget.
- Executed 3M&6M purchasing forecasts with distributors, enhancing supply chain visibility.

EDUCATION

Universidad Austral Argentina — Argentina

Applicant for Supply Chain MBA, 2026

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 Businesses, 2010

Universidad Argentina de la Empresa — Argentina

Business Administration Major, 2007