

José Ignacio
Supply Chain Head - Global Operations Expert
Argentina

Seasoned supply chain leader with 15+ years in Pharma & Food sectors, specializing in logistics management and procurement strategy, achieving \$58.5M in efficiencies.

SKILLS

Skills: First Principle Estimating • Bill of Quantities (BOQ) • Tender Documents • Quantity Take-Off • AutoCAD • Data Analytics • Lean & Six Sigma • Trello • Leadership • Project Management • Strategic Planning • Cost Estimating • Cost Consulting • Budget Management • Cross-Functional Team Leadership

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

PROFESSIONAL EXPERIENCE

MAD Supply Consulting — Argentina Oct 2023 - Present
Founder

- Consulted as General Manager for LETIS Project, orchestrating company-wide regionalization restructuring initiatives, resulting in a 20% increase in operational efficiency.
- Led SGS Project as Logistics & Procurement Director, redesigning procurement processes for BU-specific needs, resulting in a 25% cost reduction annually.

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

- Oversaw comprehensive operations across Argentina, Paraguay, Uruguay, Chile, and Bolivia, optimizing regional distribution.
- Implemented 'Open+' methodology at Distribution Centers, realizing \$12.5M USD in regional efficiencies.
- Established customer collaboration teams integrated with commercial activities, enhancing service delivery.
- Reduced Finished Product Days on Inventory from 45 to 15, achieving a \$75M USD reduction in P&L.
- Championed productivity projects yielding \$58.5M USD in total savings and efficiency improvements.
- Transitioned cultural methodologies from S&OP to IBP, aligning cross-functional goals and strategies.
- Navigated SIRAs to augment nationalization, achieving 75% localization of imported materials.

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

- Directed supply operations for two Argentinean production plants, driving synchronized planning and customer fulfillment strategies.
- Effectively aligned production plans with LATAM demand forecasts, optimizing resource deployment and release execution.
- Spearheaded the on-site 4PL replacement process, enhancing logistical efficiency.
- Successfully integrated Order 2 Cash and ComEx departments, maximizing process efficiency.
- Secured a \$2.7M Euro reduction in raw material reserves during the pandemic, augmenting cash flow.

World Courier — Argentina Aug 2017 - Jul 2019
Commercial & Business Development Manager

- Pioneered company entrance into food industry segments with temperature-controlled shipment capabilities.
- Drove a 32% increase in shipment volumes with Tier 2 customer engagement strategies.

- Secured Tier 1 pharma tenders, enhancing operational control for key clients.

GlaxoSmithKline — Argentina

Jun 2013 – Aug 2017

Supply Planning Regional Manager

- Led the creation of a LATAM planning HUB, bolstering regional alignment and efficiency.
- Achieved a 98% Customer Service Level regionally, ensuring high service standards across markets. 98% CSL
- Reduced purchasing MOQ for productive hubs, saving \$1089.7K on initial inventory costs.
- Decreased market stock days from 80 to 65, enabling a \$5.4M regional financial recovery.
- Lowered regional safety stock by 15 days, realizing a \$4.5M capital release.
- Maximized Working Capital at a regional level from \$76.9M to \$57.7M, streamlining inventory management. \$19.2M reduction
- Conducted US hub material stock by 15% YoY, augmenting financial recovery by 7.8%.

Pernod Ricard AR — Argentina

Sep 2011 – Jun 2013

Demand Planning Lead / Project Manager

- Implemented 18-month rolling forecast and monthly S&OP processes, aligning demand with supply capabilities.
- Established comprehensive KPI dashboards, facilitating real-time analysis of Forecast Accuracy, MoC, and other key metrics.
- Enhanced forecast accuracy to 85%, driving process improvements and reducing errors.
- Reduced FP-level SLOB inventories by 50%, optimizing inventory turnover and financial performance. 50% reduction
- Improved Customer Service Level from 88% to 96.5%, elevating customer satisfaction and loyalty. 96.5% CSL
- Drove 4% profitability gain by conducting thorough sales trend analysis across products and segments.

Novartis Pharma AG — Argentina

Feb 2009 – Sep 2011

AR Demand & Supply Planner

- Achieved a 99.3% forecast accuracy, refining demand planning processes and enhancing service levels to 99.7%. 99.7% CSL
- Spearheaded the transition of 25 imported products to local production, mitigating DJAI impact.

Eastman Kodak Co. — Argentina

Nov 2007 – Feb 2009

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

- Implemented Drop Shipment across regions, cutting budget expenses by 35%. 35% savings
- Developed 3- and 6-month purchasing forecasts with distributors, enhancing supply chain resilience.

Bunge Argentina — Argentina

Dec 2005 – Nov 2007

AR Demand & Supply Planner

- Implemented 'LogEx' system for operational process excellence, creating standardization and efficiency.
- Facilitated cross-border training and consulting with Accenture for operational improvements in Brazil and Argentina.

EDUCATION

Universidad Austral Argentina — Argentina

Supply Chain MBA, 2028

Applicant for 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

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