

# **José Ignacio**

## **Supply Chain Head - Global Operations & Efficiency Expert**

Argentina

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Supply Chain expert with over 15 years of experience in operational transformation and cost reduction in SaaS and Pharma, achieving \$75M P&L reductions and improving supply chain efficiency by 30%.

### **SKILLS**

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**Skills:** Data Analytics • Trello • Lean & Six Sigma • Forecast Accuracy • S&OP Processes • IBP Methodology • Project Management • SAP APO • Manugistics • LogEx • Open+ Methodology • 4PL Logistics • Quantity Take-off • Bill of Quantities (BOQ) Preparation • Cost Estimating

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

### **PROFESSIONAL EXPERIENCE**

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

- Designed and implemented the restructuring process for the regionalization of. LETIS, optimizing overall business operations, resulting in a 15% increase in operational efficiency.
- Executed a complete redesign of the procurement process at. SGS, tailored for each business unit, resulting in a 25% cost reduction within the first year of implementation.

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

- Oversaw operations across. Argentina, Paraguay, Uruguay, Chile, and. Bolivia, applying 'Open+' methodology in regional distribution centers, resulting in productivities worth \$12.5M. \$12.5M productivity increase
- Reduced finished product. Days of. Inventory from 45 to 15, achieving a cost reduction in. P&L amounting to \$75M. 67% reduction in DoI
- Drove the nationalization of imported materials, achieving a 75% transition due to. SIRAs situation. 75% nationalization
- Led cultural transformation from. S&OP way of work to. IBP methodology across the organization, resulting in a 20% improvement in cross-departmental collaboration.

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

- Managed. Supply & Demand. Planning, Material. Management, and. ComEx teams in two productive plants, aligning production plans with. LATAM demand forecasts.
- Implemented on-site 4PL replacement process, enhancing logistics efficiency.
- Integrated. Order 2. Cash and. ComEx departments, streamlining processes and improving cash flow by \$2.7M during the pandemic.

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

- Pioneered entry into the food industry for temperature-controlled shipments, leading to a 32% increase in shipment volume through tier 2 customers.
- Secured two tier 1 pharma tenders, managing operational activities and expanding market presence.

**GlaxoSmithKline** — Argentina Jun 2013 - Aug 2017  
*Supply Planning Regional Manager*

- Led. Latam planning. HUB design and. SAP. APO implementation from. Manugistics, achieving a 98% Customer. Service. Level. 98% CSL
- Reduced regional market level stock from \$76.9M to \$57.7M, optimizing working capital and inventory management. \$19.2M stock reduction
- Facilitated the successful launch of 45 new products regionally with optimal market availability.

**Pernod Ricard AR** — Argentina

Sep 2011 – Jun 2013

*Demand Planning Lead / Project Manager*

- Established an 18-month rolling forecast and monthly. S&OP process, improving forecast accuracy significantly, from 45% to 85%. 85% forecast accuracy
- Reduced. Slow. Moving and. Obsolete (SLOB) inventories by 50% at a finished product level.
- Launched 28 new products on time by spearheading the. New. Product. Launch. Committee.

**Novartis Pharma AG** — Argentina

Feb 2009 – Sep 2011

*AR Demand & Supply Planner*

- Enhanced. Forecast. Accuracy from 98% to 99.3% while maintaining a. Customer. Service. Level of 99.7%. 99.7% CSL
- Coordinated the transfer of 25 originally imported products to local production, mitigating the impact of. DJAI regulations.

**Eastman Kodak Co.** — Argentina

Nov 2007 – Feb 2009

*Regional Operations Responsible*

- Implemented a. Drop. Shipment process, resulting in budget savings of 35% for the region.
- Established 3M & 6M purchasing forecasts with distributors, enhancing supply chain reliability.

**Bunge Argentina** — Argentina

Dec 2005 – Nov 2007

*AR Demand & Supply Planner*

- Implemented the. LogEx system, improving logistical operational excellence.
- Provided training and consulting for operational teams in. Brazilian and. Argentinian plants, in collaboration with. Accenture.

## CERTIFICATIONS & RECOGNITIONS

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- PMP Certification (2014) — Project Management Professional (PMP) certification obtained in Buenos Aires, Argentina.
- CPIM Certification (2012) — Certified in Production and Inventory Management (CPIM) by APICS Centre for Supply Chain Professionals.

## EDUCATION

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**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 Catolica Argentina** — Argentina

Post Graduate in International Business, 2010

March 2010 - December 2010

**Universidad Argentina de la Empresa** — Argentina

Business Administration Major, 2007

February 2002 - June 2007

Presented by  **near**