José
Senior Supply Chain Executive – Global Operations & Strategy
Argentina

Supply chain leader with over 15 years of experience driving $75M+ in savings and efficiencies across pharma, logistics, and FMCG.

SKILLS

Skills: First Principle Estimating • Bill of Quantities (BOQ) • Tender Documents • Quantity Take-Off • AutoCAD • Civil Construction • Infrastructure Projects • Cost Estimating • Cost Consulting • Project Management • Budget Management • Data Analytics • Lean & Six Sigma • Supply Chain Optimization • Logistics Management

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 at LETIS, optimizing operational efficiency and facilitating a scalable growth model.
- Implemented a procurement process redesign at SGS, tailored to specific business unit needs, achieving a 25% reduction in Year 1 procurement costs.

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

- Led operations across Argentina, Paraguay, Uruguay, Chile, and Bolivia, integrating 'Open+' methodology, resulting in $12.5M productivity gains at regional distribution centers.
- Launched the customer collaboration team, aligning with commercial activities to drive customer service excellence and operational integration, resulting in a 15% increase in customer satisfaction.
- Reduced FP Days on Inventory (DoI) from 45 to 15, achieving a $75M reduction in P&L, significantly enhancing financial performance. 75% reduction in P&L
- Spearheaded productivity projects generating a total of $58.5M in savings, leveraging innovative supply chain strategies.
- Led cultural transformation from S&OP WoW to IBP methodology, fostering a collaborative environment and strategic project alignment.
- Managed the nationalization of 75% of imported materials amid SIRAs context, optimizing local supply chain integration.

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

- Directed Supply & Demand Planning, Material Management, and other key teams to ensure alignment with LATAM demand forecasts and execution plans.
- Oversaw operations in two production plants, ensuring optimal dispatch and alignment with LATAM customer supply requirements.
- Led the on-site 4PL replacement process, improving logistics efficiency and cost-effectiveness.
- Integrated Order 2 Cash and ComEx departments, streamlining operations and achieving enhanced cost control.
- Achieved a 2.5MM EUR reduction in raw materials during the pandemic, releasing cash flow for strategic investments. $2.7M reduction in raw materials

World Courier — On-site (Argentina)   Aug 2017 – Jul 2019
Commercial & Business Development Manager
- Led the company's entry into the temperature-controlled food industry, expanding market reach and competitive positioning.
- Achieved a 32% increase in shipment volume through tier-2 customers, enhancing revenue streams and market share.
- Secured two tier-1 pharma tenders, establishing a strong operational foothold in the sector.

GlaxoSmithKline — On-site (Argentina)   Jun 2013 – Aug 2017
Supply Planning Regional Manager
- Designed and implemented a LATAM planning HUB, optimizing regional supply chain processes.
- Executed SAP APO implementation, transitioning from Manugistics and achieving a 98% regional Customer Service Level (CSL). 98% CSL achieved
- Reduced MOQ for productive hubs, saving $1089.7K.
- Minimized days of stock from 80 to 65, saving $5.4M regionally. $5.4M savings
- Cut safety stock by 15 days at a regional market level, freeing $4.5M in capital.
- Achieved working capital inventories from $76.9M to $57.7M, enhancing financial performance. $19.2M in capital reduction

Pernod Ricard AR — On-site (Argentina)   Sep 2011 – Jun 2013
Demand Planning Lead / Project Manager
- Executed the 18-month rolling forecast and monthly S&OP processes, enhancing demand planning accuracy.
- Developed the KPI dashboard for monitoring Forecast Accuracy, MoC, and other critical metrics.
- Improved forecast accuracy from 45% to 85%, optimizing procurement and sales alignment. 40% forecast accuracy improvement
- Reduced SLOB inventories by 50% for finished products, enhancing inventory efficiency.
- Raised CSL from 88% to 96.5%, improving service levels and customer satisfaction. 8.5% CSL improvement

Novartis Pharma AG — On-site (Argentina)   Feb 2009 – Sep 2011
AR Demand & Supply Planner
- Led Forecast Accuracy from a 98% to a 99.3%, and achieved a CSL of 99.7%.
- Led the transfer of 25 originally imported products to local production (DJAI effect).

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 generating savings for 35% of the area's budget.
- Accomplished 3M&6M purchasing forecasts with distributors.

EDUCATION

Universidad Austral Argentina — Argentina
Applicant for Supply Chain MBA, 2026
Expected graduation in December 2028

Project Management Institute — Argentina
PMP Certification, 2014
Completed December 2014

APICS Centre for Supply Chain Professionals — Argentina
CPIM Certification, 2012
Completed December 2012

Universidad Catolica Argentina — Argentina
Post Graduate in International Businesses, 2010
Completed December 2010

Universidad Argentina de la Empresa — Argentina
Business Administration, 2007
Graduated June 2007