

José
Supply Chain Leader
Argentina

Accomplished Supply Chain Head with over 15 years of experience, specializing in supply chain optimization and cost reduction. Generated \$75M in P&L reductions while overseeing regional operations.

SKILLS

Skills: Data Analytics • Trello • Lean & Six Sigma • First Principle Estimating • Bill of Quantities (BOQ) Preparation • Tender Document Preparation • Quantity Take-Off • AutoCAD • Civil Construction • Infrastructure Projects • Cost Estimating • Cost Consulting • Project Management • Budget Management • Quantity Take-off

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

PROFESSIONAL EXPERIENCE

MAD Supply Consulting — Argentina Oct 2023 – Present
Founder

- Consulted for General Manager at LETIS on restructuring for regionalization, enhancing operational efficiency by 15%. Implemented restructuring
- Redesigned procurement processes for SGS, tailoring to each Business Unit's specialized needs, achieving a 25% cost reduction in Year 1. Streamlined operations

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

- Managed operations across Argentina, Paraguay, Uruguay, Chile, and Bolivia, optimizing logistics for efficiency, generating \$12.5M in regional productivity. Managed regional distribution
- Reduced Finished Product Days on Inventory from 45 to 15, realizing a \$75M reduction in P&L. Cut inventory by 66%
- Implemented the 'Open+' methodology across the regional distribution network for increased operational productivities, resulting in \$12.5M USD in efficiency gains.
- Led cultural transition from S&OP WoW to IBP methodology, enhancing planning and execution with a focus on collaboration. Improved strategic alignment | Enhanced collaboration
- Executed the nationalization of 75% imported materials amidst SIRAs constraints, securing continuity of supply. Ensured supply chain stability

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

- Led teams across supply chain functions including Demand Planning, Material Management, and Distribution, ensuring seamless operations. Streamlined operations | Optimized resource allocation
- Coordinated alignment efforts between production plans and LATAM demand, ensuring timely release of products and materials. Aligned production with demand | Timely product releases
- Achieved integration of O2C and ComEx departments, streamlining processes for enhanced efficiency. Department integration | Enhanced process efficiency
- Implemented a 4PL replacement onsite, modernizing logistics for optimized service delivery. Reorganized logistics | Improved delivery performance
- Supported a \$2.7M reduction in Raw Material costs during pandemic, significantly improving liquidity and cash flow. Enhanced cash flow

World Courier — Argentina Aug 2017 – Jul 2019

Commercial & Business Development Manager

- Introduced temperature-controlled logistics to the food industry, expanding market penetration by 32%. 32% increase in shipments | Expanded industry reach
- Secured and won 2 Tier 1 pharmaceutical tenders, managing operational activities for clients. Secured major tenders | Enhanced market presence

GlaxoSmithKline — Argentina

Jun 2013 – Aug 2017

Supply Planning Regional Manager

- Designed and implemented the Latam planning HUB, centralizing operations for improved coordination. Centralized operations | 98% regional CSL
- Transitioned from Manugistics to SAP APO, enhancing PAC and efficiency across regional markets. Reduced stock days from 80 to 65 | \$5.4M reduction
- Lowered MOQ for production hubs, saving \$1089.7K, and reduced safety stock across markets. Reduced MOQ | \$4.5M reduction in safety stock
- Led the transference of a production plant in NY without market impact. Seamless production shift | No market impact

Pernod Ricard AR — Argentina

Sep 2011 – Jun 2013

Demand Planning Lead / Project Manager

- Implemented 18-month rolling forecast and S&OP processes, enhancing forecast accuracy to 85% and reducing stockouts. CSL increased to 96.5%
- Reduced slow-moving and obsolete inventory (SLOB) by 50%, freeing capital tied up in inventory. Capital optimization
- Launched 28 products on time, coordinating resources and aligning project goals. Successful product launches | Maintained timelines

Novartis Pharma AG — Argentina

Feb 2009 – Sep 2011

AR Demand & Supply Planner

- Led Forecast Accuracy from 98% to 99.3%, achieving a CSL of 99.7%. Forecast accuracy improvement
- Transferred 25 originally imported products to local production, ensuring supply chain continuity. Local production transfer | Ensured continuity

Eastman Kodak Co. — 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. Improved logistics
- Maintained 3M&6M purchasing forecasts with distributors, enhancing supply chain predictability. Enhanced predictability | Improved forecasting

EDUCATION

Universidad Austral Argentina — Argentina

Applicant for Supply Chain MBA, 2026

Expected graduation in 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 Businesses, 2010

Universidad Argentina de la Empresa — Argentina

Business Administration Major, 2007

Presented by  **near**