

Ignacio

Supply Chain Head - Expertise in Pharma & FMCG

Argentina

Supply chain expert with 15+ years in Pharma & FMCG, achieving \$58.5M in productivity gains and reducing FP DOI by 75%.

SKILLS

Skills: Supply Chain Management • Procurement Optimization • Cost Reduction Strategies • Lean & Six Sigma • Sales & Operations Planning (S&OP) • Integrated Business Planning (IBP) • Customer Service Strategy • Project Management • Data Analytics • Logistics Coordination • Inventory Control • Forecasting & Demand Planning • Quantity Take-off • Bill of Quantities (BOQ) Preparation • Cost Estimating

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

PROFESSIONAL EXPERIENCE

MAD Supply Consulting — Argentina Oct 2023 - Present
Founder

- Designed a comprehensive restructuring process aimed at the regionalization of the company,, enhancing operational agility and market penetration.
- Redesigned the logistics and procurement processes according to specific. BU needs,, leading to a 25% reduction in procurement costs in the first year.

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

- Managed operations across. Argentina,, Paraguay,, Uruguay,, Chile,, and. Bolivia,, ensuring seamless processes and cross-border efficiencies,, achieving a 10% increase in cross-border efficiency.
- Implemented 'Open+' methodology,, achieving \$12.5M in productivity improvements at regional distribution centers.
- Launched a customer collaboration team,, deeply integrating commercial activities to streamline operations.
- Reduced finished products' Days of. Inventory from 45 to 15 days,, generating a \$75M reduction in. P&L.
- Executed multiple productivity projects totaling \$58.5M,, solidifying operations and reducing overhead.
- Transitioned from. S&OP to. IBP methodology,, fostering a data-driven culture and elevating strategic planning.
- Led nationalization initiatives for 75% of imported materials amid. SIRA constraints,, optimizing local supply chains.

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

- Oversaw. Supply & Demand. Planning,, Material. Management,, Order to. Cash,, and. Distribution,, streamlining operations across two production plants.
- Aligned production plans with. LATAM demand forecasts,, optimizing supply chain responsiveness.
- Implemented major 4PL replacement project,, ensuring uninterrupted service levels and operational excellence.
- Integrated. Order 2. Cash and. ComEx departments,, enhancing process efficiencies and cross-functional collaboration.
- Released \$2.7MM in cash flow during pandemic by reducing. RM,, maintaining financial stability.

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

- Expanded company into the food industry focusing on temperature-controlled shipments,. introducing innovative logistics solutions.
- Increased shipment volumes by 32% through tier 2 customer sales,. boosting market presence.
- Secured two major tier 1 pharma tenders,. enhancing operational capacity and customer satisfaction.

GlaxoSmithKline — Argentina

Jun 2013 – Aug 2017

Supply Planning Regional Manager

- Led the creation and implementation of. LATAM planning. HUB,. centralizing processes and driving efficiencies.
- Achieved a. Customer. Service. Level (CSL) of 98% across the region.
- Reduced minimum order quantities for productive hubs,. recovering \$1089.7K in capital.
- Lowered regional inventories by \$5.4MM,. cutting days of stock from 80 to 65 days.
- Decreased safety stock across the market by 15 days,. achieving inventory reductions valued at \$4.5MM.
- Cut regional working capital inventories from \$76.9MM to \$57.7MM.
- Collaborated material stock at a. US hub by 15% YOY,. recovering 7.8% financial outlay.

Pernod Ricard AR — Argentina

Sep 2011 – Jun 2013

Demand Planning Lead / Project Manager

- Implemented 18M rolling forecasts and monthly. S&OP processes,. aligning demand with strategic goals.
- Developed. KPI dashboards including. Forecast. Accuracy and. DIO metrics,. boosting transparency.
- Automated tools for analyzing sales vs. forecast data,. improving decision-making accuracy.
- Reduced slow-moving and obsolete inventories by 50% at the. FP level.
- Improved forecast accuracy from 45% to 85%,. enhancing supply chain efficiency.
- Increased. CSL from 88% to 96.5%,. strengthening service delivery.
- Drove raw material purchases by 18%,. optimizing procurement strategy.

Novartis Pharma AG — Argentina

Feb 2009 – Sep 2011

AR Demand & Supply Planner

- Enhanced forecast accuracy from 98% to 99.3%,. maintaining. CSL at remarkable 99.7%.
- Transferred 25 products to local production in response to. DJAI impact,. stabilizing the supply chain.

Eastman Kodak Co. — Argentina

Nov 2007 – Feb 2009

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

- Implemented drop shipment processes,. saving 35% of the area's budget and enhancing logistical efficiencies.
- Developed 3M and 6M purchasing forecasts with distributors,. improving supply chain predictability.

Bunge Argentina — Argentina

Dec 2005 – Nov 2007

AR Demand & Supply Planner

- Spearheaded the implementation of 'LogEx' logistical excellence systems,. enhancing process capability.
- Collaborated with. Accenture consulting teams to train and support operational teams in. Brazil and. Argentina.

EDUCATION

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 Businesses, 2010

March 2010 - December 2010

Universidad Argentina de la Empresa — Argentina

Business Administration Major, 2007

February 2002 - June 2007

Presented by  **near**