

# FELIX IPANAQUE AREVALO

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Engineer, MBA, and entrepreneur. I help companies roll out their digital transformation strategies. I am a Startup Founder and Speaker. Passionate about using technology to scale processes and operations. My background includes process design, growth hacking and business model design.

## Professional Experience

**Learning by Experience Japan** – Global Education Company

Jan. 2019 – Present

### Global Education Project (GEP) Leader

- As a GEP Leader I encourage Japanese kids to practice their English teaching them English songs, introducing them my country and playing games.
- We support Global Village Camps where we do immersive English experiences. The three golden rules are: Don't be shy, Speak in English and Mistakes are Ok.

**Liberty International School** – Tsukuba, Ibaraki

Sep. 2017 – Dec. 2018

### Science Teacher - 8° Grade

- Liberty an English School where I was in charge of teaching Mathematics and Physics during the autumn period. During that time, I taught basic science using a practical approach in which they were able to relate different concepts.
- We also did a couple of field trips and yoga camps for kids.

**Scharff** – Supply Chain

Jan. 2017 – Mar. 2018

### Head of Innovation

- I led the digital transformation strategy for the last mile delivery service to make real-time onsite confirmation status. PickApp software is nowadays used as the main platform for door-to-door delivery service.
- We opened Think Tank Sessions (ScharffLabs) to design customized logistics solutions for our clients.
- We introduced agile techniques and setup scrumming frameworks to foster the Business Development Area.

**PickApp**

Jan. 2013 – Dec. 2016

**Founder** – Logistics Innovation

PickApp, now Scharff Express, is a last-mile delivery service that speed up and customize each parcel within 90 minutes using a powerful AI network. Achievements:

- Startup successfully merged and acquired by Scharff Inc. (Fedex representative in Peru).
- Develop and deliver the company's strategic plan in the most effective and efficient manner.
- Start-Up Peru - 2<sup>nd</sup> Generation. Acceleration Program fostered by the Peruvian Government.

**Prosegur CIA Seguridad, Spain**

Sep. 2011 – Sep. 2012

**Business Operations Executive** – Research & Development

In charge of deploying global operational standards for ATM cash processing. These standards included the incorporation of operational management tools in order to follow KPIs. Achievements:

- I identified critical control points in ATM cash cycle that helps avoid losses and out of balances.
- I modified our cash control system into an internal track and trace service between cash centers.

**Prosegur CIA Seguridad, Perú**

Oct. 2010 – Sep. 2011

**Project Manager – Logistics & Cash in Transit Division**

Responsible for restructure the cash supply planning for ATMs. Our team set up a new framework based on a predictive model in cash withdrawals that allows a suitable cash bulk planning for ATMs. Achievements:

- We optimized cash availability for ATMs by saving custodian costs for Banks and reducing the numbers of orders and shipments from the Central Bank.
- We gave the Transit Division the chance to allocate ATM supply during the off-peak hours.
- We reduced ATM's lead time orders by providing the Cash Processing center 48 hours forecast.

**Yobel Supply Chain Management, Peru / Mexico**

Jun. 2007 – Oct. 2008

**PRODUCTION MANAGER – Procter & Gamble Maquila In-house**

In charge of handling P&G account requirements for Trade Marketing promotional bundles. Functions also include production planning, master scheduling and demand supply balancing. Achievements:

- I led the consolidation of our in-house department towards a full time production capacity.
- I designed and implemented a reward program for employees based on the compliance of quality and productivity standards.
- I led the implementation of the Maquila packaging lines for Procter & Gamble in Mexico. The compliance of all the specifications allowed us the granting of its operation. This project was oriented to served Marketing promotion strategies.

**PRODUCTION SUPERVISOR – Maquila inhouse Procter & Gamble**

Jun. 2006 – Jun. 2007

My job was to organize the Operations & Safety training programs, look after the inventory management and the settlement of the production orders. Achievements:

- I set up a reward program that results in 50% more productivity.
- I won the internal contest for Increasing the Economic Value Added of my operation. This project consists in saving labor costs based on the reduction of downtime; we achieved to save 30,000 dollars in labor cost.
- We kept over 90% our Balance Scorecard assessments which confirm quality and safety aspects of my operation.

**Education****Master in Business Administration – Universidad de Los Andes**

Mar.2011

Bogotá – Colombia

**Exchange MBA with Universidad de San Andrés (1 Quarter)**

Set. – Dec. 2009

Buenos Aires - Argentina

**Industrial Engineering – Universidad de Piura**

Dec. 2004

Piura - Peru

**High school – Cambridge College (British School)**

Jun. 1997

Lima - Peru

**Courses and Seminars**

- Scale up Startups and funds strategy Set. 2015
- Seminar: "Valuation of Companies". San Andres University, Buenos Aires Dec. 2009
- Seminar: "Strategic Management for family firms". San Andres University, Buenos Aires Dec. 2009
- Seminar: "Global Business Simulation". San Andres University, Buenos Aires Dec. 2009
- Tools and Marketing Strategies. Centrum, Business School, Lima Jun. 2008
- CRYSTAL BALL training. Oracle, Lima May.2008
- How to invest in Stock Exchange. Bursen – Market and Research Center, Lima Dec. 2007
- Risk Analysis and Risk Management. Terra-Farma, Lima Ago. 2007

- Programming en Visual Basic. Univ. San Marcos Jan. 2003

### Languages

Spanish: Native

English: **IELTS** – Overall Band Score: 8

May.2017

### Speaker at

- APEC (Asia Pacific Economic Cooperation), Papua New Guinea Mar. 2018
- Startup Peru Summit 2017 Dec. 2017
- NED 2016: Digital Marketing Congress. Lima, Peru Dec. 2016
- National Entrepreneurship Week. Mexico DF, Mexico Apr. 2015
- International Congress of Electrical Engineering, Electronics and Computer Science, IEEE Mar. 2016