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grace-galindo-1b41b2a2/](https://www.linkedin.com/in/grace-galindo-1b41b2a2/)

PROFILE

Mexican/American master graduate with experience searching for job opportunities in Denmark.

Established in Denmark since Sept. 2016

Multicultural experience, lived in Mexico, Korea, US and Denmark

COMPETENCIES

- ❖ Project Management
- ❖ Supply Chain Management and Supply Assurance
- ❖ Optimized Procurement (digitalization, cloud solutions, IoT)
- ❖ Relationship Management (towards suppliers and within the company)
- ❖ Marketing (incl. digital disruption, social media and real time services)
- ❖ Innovation – incl. Business Model Innovation
- ❖ Cross Cultural Exchange and Learning (leading to higher performance)
- ❖ Team work
- ❖ Communication Skills
- ❖ ERP Systems
- ❖ Microsoft Office

LANGUAGES

Spanish – Native

English– Fluent / Professional

Danish– Intermediate

Portuguese– Conversational

GRACE GALINDO

Marketing and Service Manager
MSc Service Management

EXPERIENCE

Marketing and Service Manager

Sander & Company / Copenhagen / 2016 - Present

As a Marketing and Service Manager in Sander & Company my responsibilities included:

- ❖ Service management towards clients like SanderMap and their clients
- ❖ Sales, marketing, branding and communication
- ❖ Continuous upgrade of services
- ❖ Update of websites, printed material and digital marketing
- ❖ Update of networking base

“Grace is doing a brilliant job. I respect her desire to work for a company “outside the family”. Would I hire her again? Absolutely!”
Sandeep Sander, CEO Sander & Company and SanderMap”

Supply Chain Specialist

IBM / Guadalajara – Mexico / 2014 - 2016

As a Supply Chain Specialist at IBM's procurement area my responsibilities and tasks included:

- ❖ Purchase Order Management.
- ❖ Demand Planning.
- ❖ Forecasting and preventing risks.
- ❖ Ensure Supply Assurance across all products (tracking of products)
- ❖ Support Planning for High End products
- ❖ Provide Supply On-time
- ❖ Support Engineering Changes
- ❖ Managed Demand Fluctuation & Inventory Challenge
- ❖ Rework Material management
- ❖ Liability management
- ❖ Support Supplier Performance Review & New Product implementation
- ❖ Measurement Metrics reporting
- ❖ Daily operation execution
- ❖ Maintain relationship with suppliers

Business Controller

IBM / Guadalajara – Mexico / March- 2014 – Dec 2014

As a Business Controller my main responsibilities and task included

- ❖ KPI's development
- ❖ Site representative for the Procurement Global Education group.
- ❖ Validate the following of the guidelines for purchasing.
- ❖ Implement action plans to achieve the department objectives.
- ❖ Develop Management System.
- ❖ Provide status to responsible in taking measurements.
- ❖ Reporting on different measurements, objectives and testing results.
- ❖ EDI/ WOI Focal Point.
- ❖ ISO 9001 Focal Point.

EDUCATION

MSc Service Management

Lund University / Helsingborg - Sweden / 2016-2017

BSc International Business

Western Institute of Technology and Higher Education (ITESO) / Tlaquepaque- Mexico/ 2010-2014

International Business Exchange Programme

YONSEI University / Seoul – South Korea / Aug-2013- Dec-2013