

Gustavo Hernando Segovia

Residencia: C/San Benito 29, CP 28029, Madrid.
Tel: +34605983874 | Email: gash40@gmail.com
linkedin.com/in/gustavohernando

April 16th, 2021

Marta López González de León

Iberia Talent Acquisition Lead

Accenture

Dear Marta,

I'm excited to apply for the Supply Chain Analyst role. I'm confident that my previous experience in Supply with my analytical and problem-solving skills will let me add value to the team, in a short period. Furthermore, having the opportunity to keep working as a consultant in a state-of-the-art firm like Accenture would be so fulfilling.

I'm Industrial Engineer with strong skills in advanced statistics, process improvements, and supply chains. After I'd been graduated, I started my own company, a Logistics operator (3PL Group) in a Free Trade Zone in Panama, taking advantage of the underused warehouse (1000 m2) of a family business, after 3 years trying to reach a balance between offering excellent service with a low price and business revenues, I reconsidered the sustainability of the business. I began to work at Grupo Valor, a LATAM business consulting firm, as Business Consultant, where I participated in 8 business diagnostics in different industries and countries. In 2019, the firm sells its first project for \$1M USD, for the development and implementation of the business model with Salesforce, at Banco Base (350 salespeople workforce) in Mexico. As a result of my performance and the importance of the project, I was assigned to it.

After having read the role description among the activities performs by me during my career, you need to know that:

- I managed the supply chain of one of my customers at Panalogis making sales forecasts, keeping track of the demand, stock, lead times, among others. Likewise, I managed the operation of an inventory valued at 600K USD and 2300 SKU from de vendor shipment to the collecting process in some cases.
- I lead the implementation in Mexico City Direction (90 bankers, 8 managers, 1 director) of 6 new business processes. From the design of the plan to the tracking of the implementation, passing through the design of tools to keep track, the capacitation of the workforce, among others.
- I realized also designed 4 statistical models for the selection of the universe, goals settings, and compensation of commercial campaigns. AI and the budgeting of the brokerage firm using Power BI and SQL.

Moreover, from the beginning of my career, I've had a high degree of interaction with senior management, either by presentations of the projects advances or for gathering business information.

I have also demonstrated leadership skills in non-traditional settings. During this pandemic situation, I designed and developed a pro bono project to increase the leads using an alternative sales channel.

I would welcome and appreciate the chance to discuss further with you my qualifications and the ways that I can contribute to Accenture and consequently to develop a wonderful career.

Sincerely,

Gustavo Hernando