

DOMINGO PACHECO

Solution Engineer, SAP

Philadelphia, PA - Email me on Indeed: [indeed.com/r/DOMINGO-PACHECO/d24ba67f5609e52b](https://www.indeed.com/r/DOMINGO-PACHECO/d24ba67f5609e52b)

Experienced Supply Chain Management and Manufacturing professional. Cross-industry exposure with particular expertise in Consumer Products, Life Sciences, and Chemicals. Proven track record of establishing strategic visions, negotiation, and influencing those with whom I work. Excellent knowledge of Supply Chain strategies and best in class operations. Strong geographic (even global) flexibility.

WORK EXPERIENCE

Solution Engineer

SAP - Newtown Square, PA - 2011 to Present

- Lead business transformation engagements and RFx responses across North America for internet of things (IoT); supply chain traceability; quality management; production planning; manufacturing integration; manufacturing execution; real-time analytics; and user experience
- Effectively communicate SAP's strategy to business leaders and CXO level audiences across a variety of industries; particular expertise in Life Sciences, Consumer Products, and Chemicals
- Manage all Presales activities in two Large Enterprise accounts
- Championed development of Quality Management Golden Demo focusing on integrated business processes and user experience; additional demonstrations for Audit Management and LIMS
- Selected to mentor two new Solution Engineers in North American Presales
- Conducted Design Thinking Microforum at SAPPHIRE 2014

Consultant, Rutgers Supply Chain Client Project

Microsoft - January 2011 to May 2011

- Collaborate with three MBA students to examine emerging market economies for strategic fit
- Perform regional assessment and recommend one country for entry, considering infrastructure, industrial/technical growth, economic policy, political stability, market protection, and risk issues
- Design best strategy for replication, logistics, and distribution of Microsoft software in chosen market

Project Manager, Rutgers Supply Chain Client Project

International Flavors & Fragrances - September 2010 to December 2010

- Led team of four second-year MBA students to optimize categorical spend and performance for in-bound and out-bound global air and ocean freight network
- Coordinated client communication, negotiation of project scope definition, and development of detailed project plans to facilitate on time completion of project
- Conducted spend analysis and assisted with dashboard and scorecard creation, significantly improving visibility and reporting of cost data with 3PL; findings to be used in contract negotiation

Supply Chain Finance Associate Summer Intern

PEPSICO - Dallas, TX - May 2010 to August 2010

Project: Reduce Cap Scrap at Gatorade-Dallas Plant

- Performed root cause analysis and led Lean Six Sigma Green Belt level project into control phase
- Gained buy-in to implement various improvements projected to reduce key scrap rate by 35%
- Initiated transfer of findings to separate Black Belt project, reducing one point of bottle loss by 50%

Executive Director, STRIPES

University of Missouri - Columbia, MO - January 2008 to January 2009

- Managed 300 person volunteer organization
- Gained buy-in from University to establish endowment and initiate \$1M Capital Campaign
- Conceived "Vision 19" plan and successfully negotiated agreement between Avis Budget Group and University of Missouri Office of Risk Management, lowering required age of volunteer drivers
- Honored with 2009 Missouri Partner in Prevention Award for exceptional leadership

Vice President and Co-Founder, Peers Advocating Smokefree Solutions

University of Missouri - Columbia, MO - September 2005 to September 2007

- Led initiative resulting in passage of a city ordinance, prohibiting smoking in bars and restaurants
- Established model organization that has been replicated in nine municipalities throughout Missouri

EDUCATION

Master of Business Administration in Supply Chain Management

Rutgers Business School - Newark, NJ

January 2009 to January 2011

Bachelor of Science, Bachelor of Arts in Finance, Biological Science, Spanish

University of Missouri - Columbia, MO

January 2004 to January 2009

SKILLS

Project Management, Six Sigma / Lean, Demand Management, Statistical Forecasting, Negotiation, Logistics Management, Financial Modeling, SAP ECC and Oracle Crystal Ball Proficiency

ADDITIONAL INFORMATION

- Dual citizenship with the United States and Spain; Fluent in Spanish
- Organizing colleagues in creation of the 1st Annual Ride for Veterans, Sponsored by SAP, 2015 – present
- Steering Committee, Philadelphia Bike-a-Thon for the American Cancer Society, 2015 – present
- Mentor, Business Technology Early College High School, Queens, NY 2014 – present
- Volunteer, Habitat for Humanity International, Disaster Relief – Cebu, Philippines, 2015
- Endowed the Missouri Student Unions Entrepreneurial Program, 2012 - present
- Participant, LIVESTRONG Challenge, [...]
- Volunteer, Big Brothers Big Sisters of Central Missouri, [...]
- Volunteer, Hurricane Katrina, 2007