

## Andres Marcos

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### EXPERIENCE

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#### BIOM INNOVATIONS, INC

Charleston, SC

Producer of biodegradable, plant-based cleaning wipes

##### **Chief Operating Officer**

**2023 – 2025**

- Built manufacturing and logistics infrastructure to enable retail launches in 2,000+ doors- Target, Publix, Whole Foods, and TJ Maxx
- Built and developed a three-person team to manage a growing, multi-channel supply chain
- Relocated manufacturing from China to Mexico within four months to mitigate tariff exposure, reducing costs by 8%

#### BILLIE, INC

New York, NY

Direct-to-consumer personal care brand

##### **Senior Director of Operations**

**2021 – 2023**

- Oversaw integration of Billie operations into Edgewell's global infrastructure, ensuring continuity and efficiency
- Orchestrated cross-functional effort to near-shore assembly to Mexico, achieving \$2M in yearly savings
- Implemented unified e-commerce strategy for Edgewell's multi-brand portfolio (\$60M in yearly revenue)

##### **Director of Operations**

**2019 – 2021**

- Delivered successful nationwide Walmart launch by building out infrastructure for 4,500-store distribution.
- Designed and developed packaging that saved \$20M in shipping costs over 3 years
- Optimized fulfillment systems to sustain 70% YoY growth over three years during pandemic

#### HICKIES

New York, NY

Footwear accessories brand

##### **Director of Operations**

**2016 – 2019**

- Identified need for ERP; researched, sourced, and directed its implementation across finance, accounting, IT, supply chain and sales department
- Devised and executed strategy for production capacity expansion, tripling production capacity and expanding production from Mexico to China to lower cost and lower lead time for key client (adidas)
- Hired, trained, and supervised team of 3 direct reports located in USA, Switzerland and Argentina

##### **Supply Chain Manager**

**2015 – 2016**

- Directed complex supply chain with manufacturers in China and Mexico and 4 distribution centers servicing 40 countries
- Negotiated lower storage and handling costs with third-party logistics vendor, reducing costs by 11%
- Developed and implemented demand forecasting model, reducing stockouts by 60%

### ADDITIONAL EXPERIENCE

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TURNER INTERNATIONAL, **Project Engineering Manager**, 2013-2015

TURNER CONSTRUCTION COMPANY, **VDC Preconstruction Engineer**, 2011-2013

### EDUCATION

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NYU Stern, MBA, Entrepreneurial Finance, 2020

Stanford University, MS, Construction Engineering and Management, 2011

Stanford University, BS, Civil and Environmental Engineering, 2010

### ADDITIONAL

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- Native Spanish speaker. Enjoys fishing, golf, padel,