

Michele Pasolini

Living in Dublin (Ireland)

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Summary

"Results-driven supply chain professional with over 10 years of diverse experience across multiple industries. My passion for teamwork and collaboration empowers me to build strong relationships and drive collective success. Committed to continuous learning and improvement, I have developed a versatile skill set that enables me to thrive in various environments. My extensive background equips me to adapt quickly and implement effective solutions, enhancing operational efficiency and delivering exceptional results"

Soft skills

- Collaboration/ Teamwork: 5
- Autonomy: 4
- Communication: 4
- Flexibility/ Adaptability: 5
- Entrepreneurial spirit and initiative: 4
- Engagement: 4

Hard skills

- Planning: 5
- Analytics: 5
- Controlling: 4
- Reporting: 5
- Task prioritization: 4

(Scores are based on a 1 to 5 scale)

WORK EXPERIENCES

2024 March - Today - CUSTOMER SUPPLY CHAIN MANAGER AT JOHN WEST (THAI UNION) - Dublin, Ireland

In my role within the food (FMCG) industry, I successfully managed customer service and relationship-building with re-order buyers for our top three accounts, ensuring optimal service levels and effective promotional buy-ins. I played a crucial part in managing range changes for leading retailers, minimizing volume loss due to administrative errors. As the primary contact for warehouse and distribution under our distributor partner agreement, I facilitated smooth logistics operations.

In demand planning, I led the management of forecasting processes, closely tracking sales against stock and ensuring product availability for sales and marketing activities. I took responsibility for incorporating new product development (NPD) lines into forecasts, meeting launch timelines while maintaining a high level of forecast accuracy, with monthly assessments to keep forecast bias within $\pm 5\%$.

Additionally, I oversaw logistics by managing external haulage companies to ensure timely collection and delivery, preventing missed orders. I also supported the Finance Controller in month-end processes and maintained compliance by submitting accurate packaging usage data to the Irish regulatory body, facilitating our compliance with packaging tax regulations.

2022 Feb - March 2024 - DEMAND PLANNER AT KELLANOVA (KELLOGG GROUP) - Dublin, Ireland

In this role within the food (FMCG) industry, I was responsible for forecasting sales volumes over short, medium, and long-term periods while ensuring financial awareness within the sales team. I expertly led demand exchange meetings to identify risks, opportunities, and drive improvements. By maintaining system data consistency, I helped build trust between sales and finance teams. I also enhanced data visibility across supply chain teams and external partners by using advanced reporting solutions and improving communication channels. The role involved facilitating consensus on demand plans across different timeframes and continuously evaluating opportunities for process improvement and automation to increase efficiency. Additionally, I developed dashboards to control long-term forecasts for production signals and estimate lost sales due to supply issues.

2018 Jan - 2022 Jan - WW INVENTORY PLANNING AND ANALYST JEWELS AND WATCHES AT BULGARI (LVMH) - Dublin, Ireland

Working in the luxury jewelry and watch industry, I was responsible for forecasting stock levels for both active and obsolete products across direct-owned stores. I managed planning processes, including open-to-assortment (OTA) and open-to-buy (OTB) for owned stores, ensuring that stock levels accounted for production constraints and unexpected demand fluctuations. Collaborating with merchandising, I worked to meet service level goals and supported new store openings through benchmarking analysis. I coordinated with central finance to set stock targets, monitored inventory performance, and created reports to track stock evolution. To optimize stock performance, I led an obsolescence campaign, coordinated multifunctional tasks to drive process improvements, and supported long-term capacity scaling for production.

Jan - 2017 Dec - SUPPLY CHAIN AND PURCHASING AT MISANI SPA - Milan, Italy

In the luxury industry, I conducted inventory analysis for budget forecasting and closely monitored material rotation rates to enhance supply efficiency. I managed product shipments, coordinating with customs and freight agents, while overseeing production sites with support from the sales department. My responsibilities included monitoring the purchase of raw materials and semi-finished products, researching and evaluating new suppliers and development partners, and synchronizing delivery schedules to align with production line planning.

2013 Apr - 2015 Dec - BUSINESS ANALYST AT PMI FINANCE & CONSULTING SRL - Milan, Italy

Collecting and consolidating local reports, providing topline insights. Assisting in sourcing/ structuring the financing for companies investing abroad. Participating in presale meetings and assessment with Clients and Partners. Some of the major projects. Business plan I worked for a startup company with the aim to find out the main potential of customers and try to estimate the value of the market and draw down a business plan to understand the need of equity. Renovation project I worked on a renovation projects with the goal of building a benchmark to understand the profitability of the company I worked for.

2012 Oct - 2012 Dec - INTERNSHIP AT ASSOCIATION HEADQUARTERS - Mt. Laurel, New Jersey, U.S.

Performing market research on the American Association congress market with the aim of developing growth strategies for a leading Italian company in the European Association congress market.

EDUCATION

2010 Oct - 2013 Feb - MASTER DEGREE IN ECONOMICS - Università Cattolica del Sacro Cuore di Milano
Market and strategic Business

Dissertation: "Development prospects of an European leading convention center in the U.S. market".

2006 Oct - 2010 Feb - DEGREE IN ECONOMICS AND MANAGEMENT COMPANY - Università Cattolica del Sacro Cuore di Milano

Dissertation: "RFID a technology applied to the Supply Chain."

LANGUAGES

Italian, Native - English, Proficient - Spanish, Intermediate

PERSONAL PROJECTS

Gofundme leader campaign

COMPUTER SKILLS

Microsoft Office Suite, Microsoft Power BI, SAP (BW-HANA), Qlik Sense, Skype for Business, Zoom, Adobe Creative Suite, AIDA BVD

INTERESTES AND PASSIONS

Love reading

Crossfit athlete

Semi-professional soccer player for more than 10 years

Crazy for gravel cycling and MTB, love hiking and running

Semi-professional swimmer

Photography enthusiast