

PAOLA CARVAJAL

| Phone: +52 222 480 7474 | paola.carvajal.sanchez@hotmail.com | [Linkedin](#) |



Global Supply Chain Leadership • Business Development • Risk Mitigation & Supplier Reliability
Strategic Negotiations • Market Entry Strategies & Revenue Growth Acceleration • USMCA/NAFTA & Customs
Optimization • Cross-Functional Team Leadership & Scalability • C-Suite Advisory

Professional Overview

Senior executive with 15+ years of experience in management consulting, supply chain optimization, and operational development for Fortune 500 companies in automotive and manufacturing sectors. Specialized in cost reduction (up to 40%), revenue growth (70%), and scaling international operations under USMCA/NAFTA. Scrum certified.

Demonstrated Success Includes

- Reduced annual procurement costs by \$2.5M through supplier consolidation
- Successfully launched Mexico operations (achieved profitability in 18 months)
- Customs optimization with 25% reduction in logistics delays
- MRP & ERP system implementation
- Implemented real-time inventory tracking

Personal Strengths

- Transformational leadership focused on tangible results
- Professional Ethics | Competent Emotional Intelligence
- High adaptability to complex, multicultural environments | Assertive decision-making under pressure
- Results-driven | Strategic Adaptability | Influence and Negotiation
- Spanish, English (C2), German (basic), Turkish (basic)

Professional Experience

PricewaterhouseCoopers S.C. | Consulting



Senior Associate | Feb 2023 – Present

Lead strategic transformation initiatives for global clients, aligning corporate objectives with operational execution through data-driven solutions.

Key Achievements:

- Δ Designed and executed financial strategies achieving cost efficiencies and operational scalability
- Δ Led cross-functional teams in high-impact projects using Agile methodologies (Scrum)
- Δ Drove supply chain optimization and market entry strategies ensuring regulatory compliance
- Δ Implemented process improvements and risk mitigation strategies enhancing efficiency and profitability
- Δ Identified 20% excess logistics costs due to fragmented supplier base
- Δ Directed strategic sourcing initiative, consolidating vendors and implementing cost benchmarking
- Δ Reduced procurement spending by \$2.5M annually while improving supplier reliability



Strategic Advisor – Manufacturing & Operations | Door and Window Production

Executive Consultant | October 2021 – March 2022

Provided executive-level consultancy to manufacturing companies focused on growth strategies, operational scalability, and financial optimization.

Key Achievements:

- Δ Developed and implemented market entry strategies generating 70% revenue growth
- Δ Conducted comprehensive operational assessments, optimizing production layouts and reducing operational costs by 40%
- Δ Led successful ERP system implementation aligning technology investments with organizational goals
- Δ Provided tailored financial oversight and risk management strategies ensuring long-term sustainability



Deceuninck Mexico | PVC Trading
Country General Manager | Sep 2016 – Sep 2021

Launched and scaled Mexico operations from scratch, building end-to-end supply chain and ensuring customs compliance.

Operational Foundations: Established all operational and logistical frameworks including secured prime warehouse location, negotiated favorable utility contracts, implemented ERP and CRM systems

Foreign Trade Leadership: directed customs operations ensuring compliance with Mexican and international regulations, collaborated with customs brokers to optimize import/export processes.

Supply Chain Optimization: designed and implemented comprehensive strategies integrating procurement, logistics, and inventory management.

Team Development: recruited, trained, and mentored high-performance team, provided direct mentorship to area managers

Key Achievements:

- Δ Negotiated 30% reduction in warehousing costs
- Δ Implemented SAP for real-time inventory tracking
- Δ Achieved full profitability within 18 months
- Δ Built portfolio of 57 high-profile B2B clients



Abaco (IT, Software & Hardware) | Hardware/Software Distributor
General Management Advisor | January 2016 – September 2016

Provided strategic leadership to optimize operations and drive business growth.

Key Achievements:

- Δ Strengthened B2B partnerships with Intel, Dell, and HP, boosting market performance
- Δ Improved financial management and personnel efficiency through restructuring and targeted initiatives



La Tendance (Trading Company) | Trading
Commercial Manager | June 2015 – November 2015

Led commercial operations and procurement strategies to drive business growth.

Key Achievements:

- Δ Secured high-profile clients including Grupo Carso, Mercedes, and Audi through strategic negotiations
- Δ Optimized international trade operations, reducing procurement costs while ensuring compliance



Schlemmer (Automotive Industry, Tier 1 & 2) | Automotive
Customer Service & Logistics Manager | August 2011 – June 2015

Led transition of operations from China to Mexico, managing comprehensive supply chain and Tier 1 & 2 client relationships.

Operational Transition: directed seamless transfer of business operations, ensured on-time deliveries with minimal disruption.

Logistics Leadership: implemented logistics strategies reducing expedited shipments by 95%, optimized inbound/outbound processes.

Customer Relations Excellence: managed portfolio of 70 national and international clients.

Quality Compliance: implemented corrective action plans for quality claims.

Key Achievements:

- Δ Implemented 5S methodology improving operational efficiency
- Δ Standardized shipment certification processes
- Δ Reduced operational costs through strategic procurement
- Δ Development of strategic alliances with customers to secure sales indicators and mix sales.

Education

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| • MIB | Universidad Tecnológica Latinoamericana en Línea 2024-2025 |
| • MBA | Universidad Tecnológica Latinoamericana en Línea 2023-2024 |
| • SAFe Scrum Master Course (6.0) | Scaled Agile 2023 |