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## Summary

Visionary supply chain executive with a proven track record of orchestrating end-to-end supply chain solutions to drive operational excellence and meet dynamic business demands. Adept at leveraging cutting-edge technology and analytics to optimize operations, reduce costs, and establish sustainable competitive advantages. Skilled in fostering a culture of excellence, assembling high-performance cross-functional teams, and aligning supply chain strategies with overall business objectives. Versatile leader with hands-on expertise across pharmaceuticals, biotechnology, chemicals, food & beverages, automotive, and industrial equipment sectors.

## Core Skills

- Strategic Supply Chain Leadership
- Integrated Business Planning (IBP/S&OP/SIOP)
- Global Operations Management
- Cost Optimization & Efficiency Improvements
- Technology Integration & Digital Transformation
- Change Management & Organizational Development
- Risk Mitigation & Business Continuity
- Vendor & Stakeholder Relationship Management
- Financial Planning & P&L

## Work Experience

AlphaOmega Consulting, Greensboro, NC.

President (Feb 2009 - Mar 2011 / May 2013 - Present)

Led high-impact consulting engagements, delivering transformative supply chain solutions across diverse industries.

Key Achievements:

- Spearheaded the end-to-end supply chain design for a biotech startup with their first commercial product launch, implementing IBP, value stream mapping, and risk mitigation strategies.
- Developed and deployed an advanced supply chain optimization model, resulting in significant improvements in asset utilization, working capital, and customer satisfaction for multiple clients.
- Implemented state-of-the-art demand planning systems, achieving demand performance rates exceeding 98%.
- Led the rollout of an Order-to-Cash initiative across all U.S. manufacturing sites for a leading private label beverage company, standardizing processes and implementing a new ERP system.

Ahlstrom, Windsor Locks, CT.

Director, Global Supply Chain. (Apr 2011 - Apr 2013)

Directed global supply chain operations for the Food and Medical Division across 9 manufacturing sites, focusing on functional excellence and cost optimization.

Key Achievements:

- Led the global implementation of Integrated Business Planning (IBP), obtaining Class A certification from Oliver Wight.
- Reduced direct material and MRO spend by \$6M through strategic sourcing initiatives.
- Improved on-time delivery from 40% to 95% within one year through process optimization and advanced planning.
- Decreased waste by 20% by introducing scientific optimization algorithms in production scheduling and raw material sourcing.

Ecolab, Saint Paul, MN.

Director IT, Global Supply Chain & RD&E. (Apr 2008 - Jan 2009)

Developed and executed strategic technology roadmaps for Global Supply Chain and R&D organizations.

Key Achievements:

- Implemented a Procure-to-Pay system projecting multi-million-dollar savings with payback under one year.
- Deployed an advanced transportation planning system, reducing freight expenses by 5% while improving on-time delivery.

Cummins, Minneapolis, MN.

Director, Global Supply Chain. (Feb 2006 - Apr 2008)

Led the development and implementation of a global supply chain model for the Power Generation Division to transform the organization into a truly global enterprise.

Key Achievements:

- Spearheaded the implementation of a Global Supply Chain Planning System as part of a global S&OP initiative, which include the integration of Product Development, Product Configuration, Supply Chain and planning in a complex manufacturing environment: Make to stock, Make to Order, Engineer to Order all happening around the world.
- Improved customer on-time delivery from mid-50% to mid-90% within six months through enhanced manufacturing performance metrics and controls.
- Reduced intercompany delivery lead times from 40+ days to 7 days, significantly improving operational efficiency.

Falk Integrated Technologies, Greensboro, NC.

Senior Engagement Manager. (May 1997 - Dec 2005)

Led strategic supply chain and ERP implementations for diverse industries, driving operational excellence and business transformation.

Key Achievements:

- Orchestrated end-to-end supply chain optimization for a Tier-1 automotive supplier across three manufacturing locations, resulting in 50% inventory reduction, 20-basis point improvement in customer service levels, and elimination of premium freight costs.
- Spearheaded a comprehensive supply chain initiative for a multinational specialty chemicals company, redesigning order fulfillment processes to reduce cycle times from days to hours while enhancing productivity.
- Implemented an advanced outbound transportation system, optimizing load and route planning to significantly improve resource utilization and logistics efficiency.
- Led the successful migration of Order Management systems for a beverage manufacturer, enhancing functionality and aligning with strategic business requirements.

- Deployed a Distribution Requirements Planning (DRP) system for a cable & wire manufacturer's Latin American operations, achieving full inventory visibility and strengthening financial controls.

Cuevas Noble Asociados, Mexico City, Mexico.  
 Director / Partner. (Jun 1996 - May 1997)

Ciba-Geigy Mexico, Mexico City, Mexico.  
 Director of Operations, Crop Protection Division. (Jun 1992 - May 1996)  
 Operations Manager, Corporate. (Jan 1989 - May 1992)

Ciba-Geigy Italy, Milan, Italy  
 Product Manager, Pharmaceutical Division. (Sep 1986 - Dec 1988)

Ciba-Geigy Mexico, Mexico City, Mexico.  
 Planning Information & Control Manager, Pharmaceutical Division. (May 1983 - Aug 1986)

Chrysler de México, Mexico City, Mexico. (Mar 1980 - Apr 1983)  
 Cost, Pricing and Economic Analysis Manager  
 Accounting and Investment Analysis Manager  
 Corporate Planning Manager / Chief of Staff to CEO

#### Education & Certifications

- \* MS, Operations Research - Stanford University, Stanford, CA
- \* BS, Actuarial Sciences - Universidad Nacional Autónoma de México, Mexico City, Mexico
- \* CPIM Certified by APICS
- \* Six Sigma Green Belt Certified by Cummins, Inc.

#### Languages

Fluent in English, Spanish, and Italian.