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# *SEARCHING FOR NEW CHALLENGES, NEW OPPORTUNITIES*

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SCM, operations, procurement, logistics, project mgmt., cold supply chain, sensor-based logistics  
SAP, MS Dynamics 365, ServiceNow, Magaya  
Lean Six Sigma, Kaizen, Six Sigma, Lean mgmt., 3PL, 4PL, 5PL  
Supply chain finance, Trade finance

May 2021

I am a SCM, procurement, logistics, and operations professional currently searching for new challenges, new opportunities to make a difference, to add value. Natural born logistician, culturally agile leader in all things SCM and operations. Change and project management versed with many years of executive international experience.

Have managed teams of more than 400 people operating in +20 countries, inventories exceeding US\$1,5 billion, logistics operations involving 10-12,000 containers a year, procurement operations of up to US\$180 million (OPEX and CAPEX) and possess ample experience in transforming existing operations and/or creating new operation flows to achieve company's vision and strategic goals.

Driven, focused, resourceful, team player, direct, customer and goal oriented. Loyal to lean, six sigma, and sustainability approaches in all aspects of my life. Persuasive, collaborator, adaptive, avid learner, and empathetic. Genetically programmed to fight against all forms of micromanagement and waste.

Areas of competence:

✓ **+25 years of experience**

SCM – Strategic sourcing - Demand Planning - Inbound logistics - Inventory Mgmt - Operations & Production Planning  
Strategic procurement - Project Management - Quality Assurance - Reverse logistics – Warehousing – Strategic negotiations and partnerships

✓ **15 to 25 years of experience**

Business Process Improvement - Contract Management - CRM; Distribution - Fleet Management - IT Asset Management - S&OP - Supply Chain Sustainability - Change Management – Operational excellence – VRM

✓ **10 to 15 years of experience**

Lean Management - Six Sigma – Lean Six Sigma – Kaizen philosophy – Cold supply chain – Supply chain finance (reverse factoring) – Trade finance – Sensor-based logistics.

✓ **Tech / ERP / IT / Systems experience**

SAP ERP (+15 years of on-hand experience) - ServiceNow – MS Teams - MS Projects – MS Dynamics 365 - MS Power BI  
Magaya (SCM, warehousing and cargo management system) – Oracle JD Edwards EnterpriseOne - MS Excel (advanced) - others

Worked and / or lived in 21 countries in an executive capacity in the Americas, Caribbean, Europe, West Africa & the Middle East defining and establishing operational strategies and forming and leading agile, high performance, multi-cultural, multi-language, multi-generational procurement, SCM and operations teams.

I have worked in different multinational companies in different sectors including automobile manufacturing, textile and chemical industries, telecommunications, cement manufacturing, secure logistics, and organizational consulting in SCM and operations which gives me a multi-industry knowledge that allows me to assess issues from many different angles.

I am an Italian citizen currently living in Panama City, Panama, open to relocation and used to travel extensively as part of the job and capable of delivering great results and add incredible value to any organization in any type of environment.

Feel free to contact me.

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# Rafael Vela (Mr.)

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## Operations, Logistics and Supply Chain Executive

+30 years of international executive experience forming and directing multinational procurement, logistics, operations, and supply chain organizations.

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Seasoned professional with solid history of success as consultant and on-staff leader in multinational manufacturing, service, and technology environments. Strong ability to create and execute programs and initiatives that enhance business operations. Highly adept at developing and leading teams that meet and exceed established goals and expectations. Demonstrated skills in managing projects from inception to final delivery while maintaining budgets and schedules. Extensive background in Lean management and sustainability activities.

Multilingual, native in English and Spanish, advanced Italian and basic French.

Open to relocation and used to travel extensively as part of the job. Extensive experience in my area and capable of delivering great results and add incredible value to any organization.

### Highlights of Expertise

- Strategic Business Planning and Partnerships
- Program and Project Management
- Team Building and Leadership
- Staff Training and Development
- Customer/Supplier/Vendor Relations
- Contract Negotiations and Administration
- Supply Chain Sustainability
- Budget Development and Oversight
- Inventory, Procurement, and Sourcing
- Process Improvements
- Change and Risk Management
- Demand, Distribution, and Fleet Planning
- Quality Control and Assurance
- Operations and Production Planning

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### Career Experience

LGR Global, Switzerland

**SENIOR SUPPLY CHAIN SPECIALIST** (2021 to present)

Development of perishable supply chain (cold supply chain), and trade finance processes to enable operations via blockchain technology. Support the development of a digital end-to-end trade finance system for perishable products. Develop Proof of Concepts (POC) to recognize the feasibility of implementing automated solutions in supply chain finance. Ensure that the value proposition reflects the changes in the business requirements and technology trends, new competitor offerings and new regulatory requirements.

SCM Services, Panama City, Panama

**SENIOR CONSULTANT** (2019 to Present)

Advise clients in different industries on, 3PL/4PL programs, import/export hubs operations, warehousing and distribution management and best practices, supply chain management, strategic procurement, and logistics. Create and execute written procedures and implement 5S methodology to launch continuous process improvement initiatives featuring all operational areas. Introduce best practices in warehouse operations. storage, inventory management. and procurement, Develop and initiate appropriate set of KPIs.

Westgate International Consulting Inc., Panama City, Panama

**CHIEF OPERATING OFFICER** (2017 to 2019)

Oversaw numerous consulting projects in warehouse organization and management assisted by 35 people. Defined procurement strategy. Chose and executed of ERP systems. Managed vendor inventory programs. Improved production planning.

- ▀ Developed outsourcing initiatives related to inventory management and procurement.
- ▀ Established and implemented KPIs to measure performance and detect improvement areas in procurement, complete supply chain, logistics, operations, distribution, point of sales inventory efficiency, and distribution center design.

Brinks Regional Services LLC, Panama City, Panama

**GLOBAL TECHNOLOGY ASSET MANAGER** (2015 to 2017)

Devised and initiated global asset management program worldwide. Supervised 68 personnel, built and simultaneously focused multilingual and multicultural asset management teams in 26 countries on 5 continents. Designed, implemented, and controlled IT asset management strategy, processes, and best practices. Initiated KPIs to measure all related activities and determined corporate communications roadmap on all asset management related issues.

- ▀ Devised, executed, and led IT asset management strategy saving \$10M in first two years by avoiding penalty from software

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developers for use of unlicensed software.

- Introduced best practices for proper disposal of e-waste complying with environmental regulations in 18 countries.
- Reached complete compliance with all major software producers

Nexel Solutions Inc., Panama City, Panama

**CHIEF OPERATING OFFICER (2011 to 2015)**

Built and led 20-person sales and operations teams in 6 countries. Directed all sales and SCM activities promoting expansion in Caribbean basin and Central and South American countries. Established S&OP guidelines and facilitated all activities to guarantee highest potential level of customer satisfaction. Managed all procurement, inventory, and distribution activities (local, national and international). Raised market presence to 13 countries in Caribbean basin and Central/South America.

Comium Group, based in Abidjan, Cote D'Ivoire. West Africa and managing operations in 7 more countries.

**GROUP PROCUREMENT AND LOGISTICS DIRECTOR (2010 to 2011)**

Managed 80 personnel in 7 countries. Spearheaded various warehouse organization and management initiatives. Defined procurement plan. Guided outsourcing programs related to inventory management and procurement. Selected and oversaw vendor inventory activities.

Designed and deployed KPIs to track performance and detect improvement areas in procurement, supply chain, logistics, operations, distribution, point of sales inventory efficiency, and distribution center design.

Cable & Wireless, based in Panama City, Panama and managing operations in 16 more countries.

**REGIONAL VP LOGISTICS AND SUPPLY CHAIN OPERATIONS (2006 to 2009)**

Managed all SCM and logistics operations for the LATAM and Caribbean region supervising +400 personnel encompassing 16 countries. Delivered SAP ERP Materials Module for LATAM area, developed and implemented KPIs and best practices for all SCM functions, developed and implemented inventory redeployment opportunities program between all countries to eliminate dead and/or slow-moving inventory. Orchestrated multiple consulting projects in warehouse organization and management for important tier 1 suppliers, actively participated in definition of procurement strategy. Directed outsourcing programs for inventory management and procurement. Also:

- Designed and operated vendor managed inventory initiatives.
- Created, executed, and led REGIONAL disaster emergency and assistance program for 16 countries to sustain operations continuity during and after natural disasters by guaranteeing adequate supply of products and components.
- Reduced fleet maintenance expense by 70% through outsourced model (fleet size nearly 200 vehicles)
- Decreased inventory by 90% in one year (about US\$45M).

Additional Experience

**Demand Planning, Logistics, and Inventory Manager** ▪ Cable & Wireless (British Telecom company), based in Panama City in Panama and Kingston in Jamaica.

**Materials Flow Manager** ▪ Daimler Chrysler, Valencia, and Caracas in Venezuela

**Interim Operations and Logistics Manager** ▪ Digital Corp., Caracas, Venezuela

**Materials Manager** ▪ Cementos Caribe CA, Maracay, and Caracas in Venezuela

**Logistics Manager** ▪ Sudamtex S.A.C.A., Maracay and Caracas in Venezuela; Montevideo in Uruguay; New York and Miami in USA; Manchester in UK

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