

Rafael Vela (Mr)

Nationality: Italian

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Operations, Logistics and Supply Chain Executive

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.

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

Career Experience

Self-Employed, 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

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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 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, Abidjan, based in 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

Education & Credentials

Rafael Vela

Nationality: Italian

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Current residence: Panamá City, Panamá

Note: Open for relocation and remote working

Bachelor of Business Administration

My learning and preparation choices together with my practical experience of many years have allowed me to achieve a high level of proficiency in project management, program management, corporate finance, business strategy, organizational leadership, change management, people management, lean management, six sigma, business intelligence, HR strategy, and communications management.

Certifications

- **Lean Management and Manufacturing BKO accredited** / Six Sigma Academy, Amsterdam (Netherlands University Teaching Qualification)
- **Six Sigma Black Belt Certification** (14 modules)
- **Six Sigma Green Belt Certification** (14 modules)
- **Six Sigma Green Belt (SSGB) BKO accredited** / Six Sigma Academy-Amsterdam (Netherlands University Teaching Qualification)

Supply chain management, logistics, procurement, and operations

- **Implementing Supply Chain Management** by National Association of State Boards of Accountancy (NASBA)
- **Inventory Management** by National Association of State Boards of Accountancy (NASBA)
- **Lean Inventory Management** by National Association of State Boards of Accountancy (NASBA)
- **Operations and Supply Chain Management** by Udemy
- **Operations Management** by Project Management Institute (PMI)
- **Procurement: Cost Based Pricing for Procurement Organizations** by Udemy
- **Purchasing** by National Association of State Boards of Accountancy (NASBA)
- **Reverse Logistics Management and Sustainability** by Operational Excellence Training
- **Stay Lean with Kanban** by Project Management Institute (PMI)
- **Supply Chain and Operations Management** by IN Learning
- **Supply Chain Cybersecurity** by National Association of State Boards of Accountancy (NASBA)
- **Supply Chain Logistics** by Rutgers University – USA
- **Supply Chain Operations** by Rutgers University – USA
- **Supply Chain Risk Management** by Operational Excellence Training
- **Supply Chain Sustainability Strategies** by Project Management Institute and National Association of State Boards of Accountancy
- **Transformational Change (Managing organizational change)** by inLearning

Strategy and productivity

- **Boosting Your Team's Productivity** by Project Management Institute (PMI)
- **Global Strategy** by Project Management Institute (PMI)
- **Solving Business Problems** by National Association of State Boards of Accountancy (NASBA)
- **Strategic Cost Management for Procurement and Supply Chains** by Udemy
- **Strategic Negotiation** by inLearning
- **Strategic Partnership** by Project Management Institute (PMI) and National Association of State Boards of Accountancy (NASBA)
- **Strategic Planning** by Project Management Institute (PMI) and National Association of State Boards of Accountancy (NASBA)
- **Strategic Thinking** by Project Management Institute (PMI)

Finance and economics

- **Corporate Finance: Robust Financial Modelling** by National Association of State Boards of Accountancy (NASBA)
- **Entrepreneurship: Raising Startup Capital** by National Association of State Boards of Accountancy (NASBA)

- **Finance for Non-Financial Managers** by inLearning
- **Finance: Risk Management** by Project Management Institute (PMI) and National Association of State Boards of Accountancy (NASBA)
- **Financial Accounting 1** by National Association of State Boards of Accountancy (NASBA)
- **Financial Analysis: Business Performance Analysis** by National Association of State Boards of Accountancy (NASBA)
- **Macroeconomics** by University of California (UCI) – Irvine
- **Managerial Economics** by Project Management Institute (PMI)
- **Mergers & Acquisitions** by National Association of State Boards of Accountancy (NASBA)

Project management, Six Sigma, Lean Six Sigma, and Lean training

- **Adaptive Project Leadership** by Project Management Institute (PMI)
- **Agreements for Success in Global Projects** by Project Management Institute (PMI) and National Association of State Boards of Accountancy
- **Artificial Intelligence for Project Managers** by Project Management Institute (PMI)
- **Change Management** by inLearning
- **Leading Productive Meetings** by Project Management Institute (PMI) and National Association of State Boards of Accountancy (NASBA)
- **Lean Six Sigma Foundations** by Project Management Institute (PMI) and National Association of State Boards of Accountancy (NASBA)
- **Lean Six Sigma: ANALIZE, IMPROVE, CONTROL TOOLS** by inLearning
- **Lean Six Sigma: DEFINE AND MEASURE TOOLS** by Project Management Institute and National Association of State Boards of Accountancy
- **Learning Gantt Charts** by Project Management Institute (PMI) and National Association of State Boards of Accountancy (NASBA)
- **Managing Project Stakeholders** by Project Management Institute (PMI)
- **Minitab (Statistical analysis)** by National Association of State Boards of Accountancy (NASBA)
- **Operational Excellence** by Project Management Institute (PMI)
- **Operational Excellence, Workouts & Kaizen Facilitator** by Project Management Institute and National Association of State Boards of Accountancy
- **Program Management** by Project Management Institute and National Association of State Boards of Accountancy (NASBA)
- **Project Management** by Project Management Institute (PMI)
- **Project Management: COMMUNICATIONS** by National Association of State Boards of Accountancy (NASBA)
- **Project Management: Iterative Methods** by Project Management Institute (PMI)
- **Project Management: Laying Good Ground Rules** by Project Management Institute (PMI)
- **Project Management: TEAMS** by Project Management Institute and National Association of State Boards of Accountancy (NASBA)
- **Project Management: Preventing Scope Creep** by Project Management Institute (PMI)
- **Project Management: Procurement** by Project Management Institute (PMI)
- **SCRUM: Advanced** by Project Management Institute (PMI)
- **Six Sigma Black Belt** by Project Management Institute (PMI)
- **Six Sigma Foundations** by Project Management Institute (PMI)
- **Six Sigma Green Belt** by Project Management Institute (PMI)
- **Statistics 1, Statistics 2, Statistics 3** by National Association of State Boards of Accountancy (NASBA)

Tech, ERP and systems training

- **Assessing Digital Maturity** by National Association of State Boards of Accountancy (NASBA)
- **BlueJeans Meetings** by Project Management Institute (PMI) and National Association of State Boards of Accountancy (NASBA)
- **Cloud Computing: Cloud Security** by CompTIA and National Association of State Boards of Accountancy (NASBA)
- **Creating your IT Strategy** by National Association of State Boards of Accountancy (NASBA)
- **Cybersecurity Awareness: Security Overview** by National Association of State Boards of Accountancy (NASBA)
- **Digital Transformation** by inLearning
- **Excel 2013: Financial Functions in Depth** by Project Management Institute & National Association of State Boards of Accountancy (NASBA)
- **Excel Quick Tips** by Project Management Institute (PMI)
- **Excel: Power Pivots** by inLearning
- **IoT Foundations** by inLearning
- **Learning Excel Online (Office 365)** by National Association of State Boards of Accountancy (NASBA)
- **Learning Microsoft Dynamics 365** by inLearning
- **Magaya (SCM, warehousing and cargo management software)**
- **Microsoft Project Quick Tips** by Project Management Institute (PMI)
- **MS Power BI (Business Intelligence)** by National Association of State Boards of Accountancy (NASBA)
- **Office 365 New Features** by Project Management Institute (PMI)
- **Oracle JD Edwards EnterpriseOne / ERP**
- **PowerPoint Quick Tips** by Project Management Institute (PMI)
- **RPA, AI, and Cognitive Tech for Leaders** by National Association of State Boards of Accountancy (NASBA)
- **SAP ERP Essential Training** by inLearning
- **SAP Materials Module / ERP** by SAP Andina
- **SAP S/4 HANA Financial Accounting** by inLearning
- **ServiceNow (Asset management)**
- **Taking Charge of Technology for Maximum Productivity** by Project Management Institute (PMI)

} *15 years of experience using SAP*

Human resources

- **Building Accountability into your Culture** by National Association of State Boards of Accountancy (NASBA)
- **Building Resilience** by inLearning
- **Creating a Culture of Change** by Project Management Institute (PMI) and National Association of State Boards of Accountancy (NASBA)
- **Creating a Culture of Service** by Project Management Institute (PMI) and National Association of State Boards of Accountancy (NASBA)
- **Developing Adaptability** by Project Management Institute (PMI) and National Association of State Boards of Accountancy (NASBA)
- **Fighting Gender Bias at Work** by inLearning
- **Learning Agility** by Project Management Institute (PMI)
- **Managing a Multigenerational Workforce** by Project Management Institute (PMI)
- **Managing Conflict** by National Association of State Boards of Accountancy (NASBA)
- **Managing Diversity** by Project Management Institute (PMI)
- **Managing High Performers** by Project Management Institute (PMI)
- **Managing High Potentials** by Project Management Institute (PMI)
- **Managing Managers** by Project Management Institute (PMI)
- **Multinational Communication in the Workplace** by National Association of State Boards of Accountancy (NASBA)
- **Performance-Based Hiring** by HR Certification Institute (HRCI), Society for Human Resource Management (SHRM), and the National Association of State Boards of Accountancy (NASBA)
- **Remote Work Foundations** by National Association of State Boards of Accountancy (NASBA)
- **Teaching Civility in the Workplace** by HR Certification Institute (HRCI) and the Society for Human Resource Management (SHRM)
- **The New Rules of Work** by Project Management Institute (PMI)

Management, sales, other career supporting training

- **Activity-Based Costing** by National Association of State Boards of Accountancy (NASBA)
- **B2B Marketing Foundations: Pricing Strategy** by Project Management Institute (PMI)
- **Breakeven and Cost-Volume-Profit (CVP) Analysis** by inLearning
- **Building Customer Loyalty** by inLearning
- **Business Ethics** by National Association of State Boards of Accountancy (NASBA)
- **Business Intelligence for Consultants** by National Association of State Boards of Accountancy (NASBA)
- **Business Process Improvement** by Project Management Institute (PMI) and National Association of State Boards of Accountancy (NASBA)
- **Controllo di Gestione** by Udemy
- **Critical Thinking** by inLearning
- **Data Governance** by inLearning
- **General Data Protection Regulation (GDPR) Compliance: Essential Training** by IN Learning
- **Leading Globally** by Project Management Institute (PMI) and National Association of State Boards of Accountancy (NASBA)
- **Managing Globally** by Project Management Institute (PMI) and National Association of State Boards of Accountancy (NASBA)
- **Managing in a Matrixed Organization** by National Association of State Boards of Accountancy (NASBA)
- **Measuring Business Performance** by Project Management Institute (PMI) and National Association of State Boards of Accountancy (NASBA)
- **Problem Solving Techniques** by Project Management Institute (PMI)
- **Product Management: Building a Product Roadmap** by Project Management Institute (PMI)
- **Sales Forecasting** by inLearning
- **Sales Management** by inLearning
- **Setting Business Unit Goals** by Project Management Institute (PMI) and National Association of State Boards of Accountancy (NASBA)
- **The Euro: History, Issues, and Solutions** by The Duomo Initiative (EU, EMU, ECB, EMF, etc.)

Languages (as per CEFR – Common European Framework of Reference)

English: **C2** (Native)
 Spanish: **C2** (Native)
 Italian: **C1** (Advanced)
 French: **B1** (Basic)