

# Rafael Vela (Sig)

**Cittadinanza:** italiana

**Phone + WhatsApp:** +507 6671 4500

**Mail:** [rafael.vela71@gmail.com](mailto:rafael.vela71@gmail.com) - [rafael.vela@scmservices.biz](mailto:rafael.vela@scmservices.biz)

**Residenza attuale:** Panamá City, Panamá

**Nota:** Aperto al trasferimento e al lavoro remoto.

C-suite professionista in SCM, approvvigionamento strategico, logistica, operazioni, gestione del cambiamento organizzativo e di progetti con molti anni di esperienza internazionale. Leader globale culturalmente agile. Lean Management Six Sigma Green Belt e Black Belt BKO accreditato. Ho sviluppato e diretto team di altissime prestazioni ed efficienza in oltre 26 paesi. Fedele seguace della filosofia lean e sostenibilità nelle operazioni di SCM come in quasi tutte le aree della mia vita. Ho occupato posizioni di alto livello in diverse aziende multinazionali (COO, Vicepresidente regionale, Group Director) nel settore automobilistico, cemento, chimico, tessile, telecomunicazioni e servizi di consulenza. Team leader, educatore, studente appassionato, mentore, progettista di soluzioni che aggiungono valore, buon comunicatore a qualsiasi livello, vasta conoscenza della gestione dei dati e un collaboratore a tutti i livelli in grado di affrontare con successo e tempestività situazioni complesse.

**SYSTEMS AND APPS:** SAP MM; Oracle JD Edwards; Microsoft Dynamics GP; Magaya; ServiceNow

## ESPERIENZA LAVORATIVA ULTIMI 15 ANNI

- **COO @ Westgate International Consulting Inc. Periodo** Gen 2017 – Giugno 2019 / **Nazione:** Panama
- **Global Technology Asset Manager @ Brinks Regional Services LLC. Periodo** Mag 2015 – Dic 2016 / **Nazione:** Panamá dirigendo teams in 26 paesi.
- **COO @ Nexel Solutions Inc. Periodo** Mag 2011 – Apr 2015 / **Country:** Panama con teams in 6 paesi
- **Group Procurement and Logistics Director @ Comium Group. Periodo** Feb 2010 - Gen 2011 / **Nazione:** Costa d'Avorio, Africa occidentale. con teams in 9 paesi
- **Regional VP Logistics & Supply Chain Operations @ Cable & Wireless. Periodo** Mag 2006 - Lug 2009 / **Nazione:** Panamá dirigendo teams in 16 paesi

## AREE DI COMPETENZA (ANNI DI ESPERIENZA)

Pianificazione della domanda **(+30)**; Logistica manifatturiera **(+30)**; Gestione delle Scorte **(+30)**; Gestione delle operazioni e pianificazione della produzione **(+25)**; Gestione approvvigionamenti e sourcing **(+30)**; Gestione di progetto **(+25)**; Gestione della garanzia di qualità **(+25)**; Logistica inversa **(+25)**; SCM **(+30)**; Gestione del magazzino **(+30)**; Miglioramento dei processi aziendali **(+20)**; Gestione dei contratti **(+20)**; CRM **(+20)**; Gestione della distribuzione **(+20)**; Gestione della flotta **(+20)**; Gestione delle risorse IT **(+15)**; S&OP **(+15)**; Sostenibilità della catena di fornitura **(+15)**; Gestione del cambiamento **(+20)**; VRM **(+20)**; Gestione Lean **(+10)**; Filosofia Six Sigma **(+10)**

**LINGUE** (secondo CEFR): inglese (C2); spagnolo (C2); italiano (C1); francese (B1).

**ISTRUZIONE E FORMAZIONE:** Laurea in Amministrazione Aziendale (1988)

### Corsi più recenti:

- Strategie di sostenibilità della catena di fornitura
- Gestione delle operazioni
- SCM: Operazioni / **Rutgers University, USA**
- Gestione dei rischi della SCM
- SCM: Logistica / **Rutgers University, USA**
- Gestione del cambiamento organizzativo

**ESPOSIZIONE INTERNAZIONALE.** Ho lavorato o vissuto in più di 21 paesi in posizioni dirigenziali in Sud America, America Centrale, Africa occidentale, Europa, Medio Oriente e Caraibi, creando e sviluppando team ad alte prestazioni e implementando strategie e processi per una gestione produttiva ed efficiente della catena di approvvigionamento.

**PUNTI DI FORZA.** Etica lavorativa; buon senso; innovativo; capacità di analizzare diversi punti di vista e comprendere il quadro più ampio; so di non avere tutte le risposte; adattabile a nuove situazioni e dati; empatia di squadra; pensatore critico; stratega; abile negoziatore; comunicatore con esperienza nella formazione e gestione di team ad alte prestazioni; pianificatore dedicato e appassionato; focalizzato sul servizio clienti

**DEBOLEZZE.** Nessuno abbastanza grande da impedirmi di raggiungere gli obiettivi a cui mi impegno. A volte divento troppo orientato ai dettagli, troppo critico nei confronti del mio lavoro e dei suoi risultati, tolleranza zero per le persone e gli ambienti di lavoro tossiche.

**MOTIVAZIONE.** Attualmente lavoro come consulente senior nell'area SCM dirigendo vari progetti. Sto attivamente cercando di ricongiungermi nel settore aziendale per affrontare nuove sfide nella gestione, progettazione, implementazione o trasformazione delle operazioni creando e implementando strategie che aggiungano valore all'organizzazione e ai suoi clienti. Sono disposto a trasferirmi e sono abbastanza abituato a viaggiare molto, fino all'80%, se la posizione lo richiedono.

# Istruzione e Credenziali

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### Bachelor of Business Administration

Le mie scelte di apprendimento e preparazione insieme alla mia esperienza pratica mi hanno permesso anche di raggiungere un alto livello di competenza nella gestione dei progetti, gestione dei programmi, finanza corporativa, strategia aziendale, leadership organizzativa, gestione del cambiamento, gestione delle persone, lean management, six sigma, business intelligence, strategia delle risorse umane e gestione delle comunicazioni.

#### Certificazioni

- **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)

#### Catena di approvvigionamento, logistica, operazioni

- **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

#### Strategia e produttività

- **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)


#### Finanza ed economia

- **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)

## Gestione di progetto, Six Sigma, Lean Six Sigma, 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: Analyze, 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 (PMI) and National Association of State Boards of Accountancy (NASBA)
- **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)

## Formazione tecnica, ERP e di sistemi

- **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 (PMI) and 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** 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 anni di esperienza nell'uso di SAP**

## Risorse umane

- **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)

#### Gestione aziendale, vendite e altre formazioni di supporto alla carriera

- **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.)

#### Le lingue (as per CEFR – Common European Framework of Reference)

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