María G. Medina Gallegos

Bachelor of Business Administration Oriented to Finance, FCA. UASLP. CENEVAL Academic Excellence Certification.

Kamra\_s@hotmail.com • Paseo de las Palmas 298, Fracc. Prados Glorieta • Cel. 4442508460

# GENERAL SUMMARY OF SKILLS AND ABILITIES:

* Results-oriented professional with 18 years of experience and increased responsibilities in areas of operation, as well as Administration of New Projects and Supply Chain.
* Global orientation perspective, strategic planning, technical and administrative knowledge of Integral Logistics.
* Decision making with agility, based on the analysis of information. Set out to analysis and taking action under pressure assertively.
* New Projects analysis, control and launch.
* Leadership and personnel management
* Knowledge and facility for high-level negotiations with suppliers and clients.
* Structuring Cost Improvement (Savings)
* Able to work under pressure
* English (80% business level)

# EXPERIENCE AREA:

# Customer and Supplier Commercial agreements New Projects

# Planner- Buyer Warehouses administration

# Master Scheduler Supply Chain Solutions

# Inventories Solving Problems

# TRAINING:

* APICS, CPIM, Module I – Basic of Supply Chain Management
* APICS, CPIM, Module II – Master Planning of Resources(MPR)
* Effective Leadership. Tools and Techniques to strengthen leadership skills
* Effective Inventory Management (IQR)
* Strategies and Techniques for Effective Negotiation (Karras)
* Effective Negotiation Workshop (AMA- American Management Association).
* Kan- Ban, Min and Max.
* Conflict Management. (Mind Up academy)
* SAP
* 5s Order and cleanliness in companies - Shota Kondo 3Self Consulting
* Budgets, Costs and Strategic Finance - Raquel Abad

# WORK EXPERIENCE:

# FAURECIA New Programs PC&L Launch Leader 2017-2019

**MAIN ACHIEVEMENTS:** Increased customer service level from 74% to 92% • BO Reduction •Inventory Cost Reduction of 17% • Increased inventory turns from 9.6to 11.6 • Increased reliability of inventory from 82% a 97% • Transport Cost reduction • Projects SOP

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**SLMF**  Material Planner Senior 2016-2017

**MAIN ACHIEVEMENTS:** A reliability relationship with suppliers is established through releases and negotiations to supply RM on time and avoid delays on customer deliveries.

**CUMMINS FILTRACION** Material Planning Coordinator 2013-2015

**MAIN ACHIEVEMENTS:** Increased customer service level from 64% a 85% • BO reduction from 570K to 20K units • Inventory Cost Reduction of 28% • Increased inventory turns from 8.3 to 11.2 • Increased reliability of inventory from 62% to 98%.

**LÓREAL**  Master Scheduler 2013

**MAIN ACHIEVEMENTS:** Detailing causes of variations and inventory losses • Leveling of internal production plan and with external assembly plants • Inventory reduction of 17 to 11 days scheduling shipments.

**MAGNA INTERNATIONAL**  Material Planner Sr. & RM Inventory Control 2011-2013

**MAIN ACHIEVEMENTS:** Inventory Cost Reduction of 48% MP • Reuse obsolete materials equivalent to $ 3,000,000.00 • Increased inventory turns from 4 to 5.6 • Increased inventory reliability of 67% to 96% overall and 84% MP 96%.

**POSCO MPPC** Master Scheduler & Material Planner/ Customer Service 2010- 2011

**MAIN ACHIEVEMENTS:** Inventory Level optimization •Customer Deliveires Level improvement from 65% to 97% • PRR´s Penalty Cost are eliminated. • Transport optimization for deliveries to clients.

**PENSKE (GM INSIDE)** Material Coordinator 2009- 2010

**MAIN ACHIEVEMENTS:** SPO 8 months BO recovery without affecting the production level through the production plan leveling.

**BAX GLOBAL (SCHENKER)** Regional Coordinator (Sales, Import & Export and Customer Service) 2002- 2009

**MAIN ACHIEVEMENTS:** Opening of the Bajío Office, covering the states of San Luis Potosí, Guanajuato, Querétaro, Aguascalientes and Michoacán; as well as the increase of an additional air route through the Querétaro airport.

# FUNCTIONS AND RESPONSIBILITIES OF EXPERIENCE:

# Demand analysis, percentages and causes of variation; as well as leveling the production plan according to the capacity of the production line

# Material Requirement to Supplier, according to cover the demand of the production plan

# Inventory management and control in internal and external warehouses, as well as inventory reliability analysis.

# Material arrival control

# Customers and Suppliers Routes ( Itinerary) follow up

# Material deviations control and monitoring

# Suppliers and customers conciliation, and if necessary discrepancies are resolved

# Analysis of material consumption according to the BOM

# Control of weekly objectives focused on specific targets (KPI's).

# Customs processes Administration of and scheduling import / export shipments by air, sea and truck

# Action plans to reduce materials excess

# Supplier system, NP and SR control and maintenance

# Control and monitoring of RM detained for quality to define status and necessary actions

# Kan- Ban Implementation on the A material category

# Scheduling production plan for internal and external production lines and suppliers as well as measurement of compliance of them

* Create Requisitions and Purchase orders on time

# RM reception area, shipment to alternate process and warehouses supervision

# Implementation of material counting plan according to ABC analysis

# Set up JNI by NP

# Customer shipments coordination

# PTA control

# PTR´s Planning and monitoring, also preventive and corrective measures for the supply of materials

# Supplier Contracts

# Analysis, monitoring, active participation, approval and implementation of engineering changes. Ensuring that there would not be obsolete MP

# Safety Stock in MP decision

# Project and 6S material coordination

# Analysis and active participation in the project and startup of a new MP warehouse

# New Projects and New Products Costing

# Launch, implementation and monitoring of assembly processes for the new products

# New Projects Events Projection, as well as monitoring compliance in time for them

# Packaging Validation of MP and FG of new products

# Creation of new products in system

# Create routes and parameters of new products in the system

# Supervision and control of materials in the project phase

# Production plan for new products and monitoring accomplishment

# Prototype constructions coordination according to the project stage and customer requirement

# New Projects Shipment Coordination and monitoring

# Ramp up of new products according to the production line capacity, ensuring on-time deliveries with the customer

# Analysis of MIN and MAX for RM, WIP and PT of new products

# Responsible to actively participate in project team activities (weekly meetings, VC, PV Test, PMC, VA, FMEA, preparatory reviews, technical reviews, project reviews, etc.) and with suppliers

# New Projects FPT, MPT, EMPT, DCP, VSM and SOP following

# New projects turn over to productive area