

# ENRIQUE CARRILLO

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Weston, FL

Web Portfolio: <http://www.mycareerhighlights.com/enriquecarrillo>

## *Profile*

**RECOGNIZED FOR DELIVERING WIDE-SCALE P&L LEADERSHIP AND DIVERSIFIED EXPERTISE & EXPERIENCE FOR SEVERAL FORTUNE 50/500 MULTINATIONALS**

### SPECIALIZE IN

**International High Growth • Sales • Finance • Operations • Global Supply, Value Chain, Procurement & Logistics Networks • Change Management • Manufacturing • Technology • IT Intelligence • Offshore Services • Business Assessments • Process Design & Reengineering • Contracting • Business Services • Customer Satisfaction • Best Practices • Benchmarking • Business Transformations • Solutions and Process Design / Redesign • Enterprise Systems Architecture • The Human Factor •**

### PROFESSIONAL OFFERING

**STRATEGIC RETURN ON INVESTMENT LEADERSHIP:** *To assess a business's "as is state," benchmark, road map new structure, establish processes and metrics and a time phase horizon.*

**GLOBAL PROGRAM CHANGE MANAGEMENT GO-TO EXECUTIVE AND ENTREPRENEURIAL LEADER IN BOTH TRADITIONAL AND WEB-BASED PLATFORMS**

### A Wide Variety of Industry Experience

**Computer Manufacturers, Consumer Electronics, Automotive, Telecommunications, Electronics, Semiconductors, Pharmaceuticals, Medical Devices, Consumer Products**

## *Highlights*

- **Delivered over \$300 million in hard cash savings in only 18 months while building a World-Class Supply Chain**
  - **Stimulated savings of \$925 Million as result of leading a global Workforce Management Integration supply side effort**
  - **Provided global leadership for a direct staff of 50+ and exceeded practice revenue targets by 22% and over \$50 Million P&L**
  - **Generated \$450 Million with introduction of original new business strategy and organization for a Mexico-based GM Automotive Distribution hub servicing Latin America and the Caribbean**
  - **Recognized by IBM for saving more than \$230 Million across 4 supply chain divisions**
- Consulting**
- **Grew revenue 270% in 2007**
  - **Increased market share more than 200%**

## ***Leadership & Technology Offerings***

- Fast paced projects with urgent “must-meet” deadlines always on time, under budget
- Improvements To Financial Performance
- Keen understanding of the Human Factor: Motivation and Performance: Start with One (Self) and Create a Worldwide Center of Excellence
- Rapid Issues Resolution
- Mitigation of business risks
- Extraordinary and consistent high levels of customer service & satisfaction
- Integration with multiple legacy systems
- e-Business infrastructure and architecture
- Electronics industry leading business practices such as Product Lifecycle Management (PLM) and Integrated Product Development (IPD)
- Enterprise Systems (ERP, SAP, Oracle, JD Edwards, Microsoft Dynamics Navision, Peoplesoft)
- IBM’s Method Blue and Design Flow methodologies
- End-to-End IBM Value Chain business model
- Creating a new global department to manage the global supply chain planning / master scheduling, demand planning and demand fulfillment, and global collaboration activities
- Designing key performance indicators based on industry best practices
- Developing high level planning workflows
- Certified Trainer of the Supply Chain Council (SCOR, Lean, Six Sigma, DCOR, CCOR)
- In-demand keynote speaker at events in Asia, Europe, Latin and North America
- Bilingual, English and Spanish both verbal and written

## ***Select Accomplishments***

- Led Business Process Excellence and Continuous Improvement operations at Fortune 500 companies such as: Phillips Electronics, General Motors, DaimlerChrysler, Unilever, SABMiller, Toyota, Michelin, International Business Machines, Lucent, Hewlett Packard, Compac, Sony, Hitachi, Colombina, Grupo Mundial, Johnson & Johnson, Baxter, Bristol Myers Squibb, Covidien, Nortel, and General Electric
- Spearheaded global business process standardization for supply and materials planning, manufacturing operations, and distribution along with S1OP integration. Track SCORcard metrics for TCO, sourcing, order management, value engineering, manufacturing and distribution
- Led the contract/supplier management program for Nortel Networks Caribbean and Latin America (CALA) Region - Wireless Division with spend of approximately \$300 million annually. Designed and deployed a new contract management strategy and process resulting in revenues in excess of \$600M/year and year over year savings. Lead a team of 46 sourcing and contract management leaders in 7 countries

- ❑ Pioneered the grass roots build and launch of first-in-company-history Supply Chain Management operation driven by matrix resources with a geographically dispersed team of 30 consultants throughout Latin America
- ❑ Selected for promotion by IBM as the first Worldwide Leader for Expertise Management, Workforce Management Initiative leading a cross-functional team of 47 across multiple international boundaries
  - Awarded patent for System and Method, and Program Product for Optimizing a Workforce
- ❑ Pursuant to a total business transformation of a global computer contract manufacturer, successfully planned and designed a Build-To-Order / Configure-To-Order Global Supply Chain manufacturing solution and framework for implementation on 3 continents in multiple plants and distribution centers, which went live with first customer
  - Included a fully deployed ERP System and i2's Factory Planner
- ❑ Facilitated development of 36 overall and sub-process level "to be" flow diagrams to ensure smooth transition to new system implementation
- ❑ Designed and implemented an intensive series of workshops to prepare for the global implementation of tactical planning for 80 markets and 30 manufacturing plants
- ❑ Led a Big Five automotive manufacturer in design and deployment of worldwide collaborative product design of i2/Aspect/Dassault Systemes' Enovia and Product Manager and sourcing (eDesign), and prototype manufacturing (Factory Planner) solution
  - Included multiple applications for a total supply chain engineering solution, and links to key suppliers and departments across a global enterprise
  - Solution significantly reduced design and prototyping cycle time and enabled an increase in parts reused, decreasing design of new parts for the large car platform
- ❑ Evaluated benefits of deploying an e-business solution for a suite of i2 products for a large consumer electronics company, including processes for enterprise-wide solution, **leading to \$80 million in additional capital** from increased revenue and reduced cost
- ❑ Oversaw the successful development of a tire and rubber industry e-marketplace, achieving reductions in procurement costs and vastly more efficient operations
- ❑ Key pioneering role in introducing cell phone technology and communications as standard to all of Latin (South) America, a risky environment requiring personal protection
- ❑ Patented one of the first applications of supply chain concepts to the workforce in the realm of workforce management. Pioneered the "expertise taxonomy," a standard for the HR community and used across diverse industries to describe universal expertise within an organization
- ❑ Founding member and Chairman of Supply Chain Council in developing the universal industry standard Supply Chain Reference Model (SCOR), the accepted standard in supply chain excellence
- ❑ Created, launched and led a thriving startup business from scratch to offer supply chain management consulting services to Latin American companies based in Mexico, Chile and Colombia

- ❑ Standardized policies that aligned US, Colombia, Ecuador, Mexico and Chile corporate laws
- ❑ Saved over 15% of supply chain management costs upon introducing a global supply chain solution for Philips Electronics in Singapore and Suzhou, China
- ❑ Led SAP implementation build phase that interfaced 22 legacy systems
- ❑ Created and implemented a manufacturing Global Supply Chain Solution for Tatung / Hewlett Packard in Taipei, Taiwan and Juarez, Mexico
- ❑ Led a \$660 Million operation in Caribbean and Latin American wireless regions with a networking team of 46 across 7 countries to 60% growth for Nortel

### ***Additional Areas of Expertise***

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| <ul style="list-style-type: none"> <li>• Matrixes &amp; Multi-Regional Markets</li> <li>• Negotiations</li> <li>• Quality Assurance</li> <li>• Project Cost Analysis</li> <li>• Risk Analysis</li> <li>• Team Training, Coaching &amp; Mentoring</li> <li>• Project Planning &amp; Execution</li> <li>• Inventory Control</li> <li>• IT Systems Integration &amp; Deployment</li> <li>• Demand Management</li> <li>• Supply Chain Assessments</li> <li>• Market Share Analysis</li> <li>• Forecasting &amp; Inventory Data Sharing</li> <li>• Logistics and Reverse Logistics Optimization</li> <li>• Dynamic Trading Mechanisms</li> </ul> | <ul style="list-style-type: none"> <li>• Process Reengineering</li> <li>• Contract Management</li> <li>• Cost Control</li> <li>• Foreign Currency Profitability Analysis</li> <li>• Workforce Management Optimization</li> <li>• Manufacturing Operations</li> <li>• Sales, Inventory &amp; Operations Planning</li> <li>• Lean Six Sigma</li> <li>• Change Management Initiatives</li> <li>• Sales and Operations Planning</li> <li>• Project and Change Management</li> <li>• IT Strategy</li> <li>• Factory &amp; Demand Planning</li> <li>• Marketplace-Hosted E-Procurement</li> <li>• Auctions &amp; Reverse Auctions</li> </ul> |
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### ***Career History***

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| <p>WIPRO TECHNOLOGIES<br/> <b>Practice Executive - Americas, Business Application Services,</b> Weston, FL</p>   | <p>2010 – Present</p> |
| <p>AZURIAN SCM<br/> <i>Management Consulting Partnership</i><br/> <b>Senior Partner &amp; Director, Value Chain Management,</b> Sunrise, FL</p>  | <p>2007 – 2010</p>    |
| <p>IBM CORPORATION<br/> <b>Director, Workforce Supply Chain,</b> Armonk, NY (2004 – 2007)<br/> <b>Associate Partner, Global Business Consulting Services,</b> Weston, FL (2001 – 2004)<br/> <b>Program Director, Integrated Supply Chain,</b> Fishkill, NY (1999 – 2001)</p> | <p>1999 – 2007</p>    |

NORTEL NETWORKS 1998 – 1999  
**Senior Manager, Sourcing and Contract Management, Wireless, Latin America**

JOHNSON & JOHNSON COMPANY 1995 – 1998  
**Manufacturing Manager, ETHICON, San Lorenzo, PR**

GENERAL ELECTRIC COMPANY 1991 – 1995  
**Finance Manager, Power Systems, San Juan, PR (1995)**  
**Controller & Business Development, Supply Caribbean, San Juan, PR (1994 – 1995)**  
**Financial Management Program, Fairfield, CT / Schenectady, NY / Albany, NY (1991 – 1994)**

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### ***Education & Development***

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Owen Graduate School of Management, Vanderbilt University, Nashville, TN  
**International Executive MBA**

University of Florida, Gainesville, FL  
**Certificate, Latin American Business**

University of Massachusetts, Amherst, MA  
**Bachelor of Science (BS), Electrical Engineering**

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### ***Notables: Publications, Presentations***

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**Article:** “¿Que tan escalable es el Modelo SCOR?” (“How scalable is the SCOR Model?”), *Asociación Colombiana de Logística (ACOLOG) Magazine*, May 2007

- Board of Directors for the High Logistics Magazine, and wrote article: “Supply Chain Excellence”

#### **Presentations**

- Annual participation in Supply Chain World Conference – held in Asia, Europe, Latin America and North America. Topics: Supply Chain Management Leadership
- Regular speaker at World Trade Organization and IE group events throughout the world on topics of Supply Chain Management Excellence
- Upcoming Latin America Business Forecasting & Planning 2010 Conference (IE Group). Topics: “Latin America as an Incubator of Supply Chain Thought Leadership.” “Strategic Decisions And Generating Value Out Of Your Supply Chain” *São Paulo, Brazil, May 20-21, 2010*
- Certified Trainer of the Supply Chain Council (SCC) – only 17 in the entire world for this elite group. Conduct public and private corporate training on Supply Chain Operations Reference model (SCOR), Lean and Six Sigma Convergence framework and project implementations

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## *Supply Chain Training*

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- Six Sigma Green Belt
- SCOR 9.0 Framework
- SCOR 9.0 Implementation
- SCOR 9.0 Lean Six Sigma Convergence
- SCOR 9.0 for PBL
- DCOR 1.0
- CCOR 1.0
- APICS - CSCP

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## *Technical Skills*

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- SAP, i2, JDA, Demand Solutions, Navision, Ariba, Enovia, Oracle and JD Edwards; HTML, XML
- Microsoft Office, Project, Visio, Publisher, Mindjet MindManager Pro, Xelocity Process Wizard