

BRUNO GALLI MONDRAGON
Roma 27, Col. Jardines de Bellavista
Tlalnepantla, Estado de México, C.P. 54054
Cel 04455-2538-6751, Msg 04455-4084-7157

www.brunogalli.com.mx
E-MAIL: brunogalli@brunogalli.com.mx, brunillion@gmail.com
Linkedin: mx.linkedin.com/pub/bruno-galli-mondragón/17/714/6a7/



OBJECTIVE

Aid and direct all operative areas and organizations within the 3PL, retail, consumer or entertainment industries, exceeding the expected results from the investors.

RESUMEE

More than 15 years working at upper and senior Management in the Supply Chain of national and transnational companies, generating more than 50 million dollars in net profits. I have leaded 100+ million dollars operations, managing more than 400,000 sqm in dry, refrigerated and frozen warehouses, controlled over 50 logistics suppliers (trucking and carriers), and more than 100 international tradelanes.

PROFESSIONAL EXPERIENCE

Waldos de Mexico (retailer) <http://www.waldos.com>
Supply Chain Director

jan 2017 – jul 2017

Responsible for the logistics and sourcing strategy and performance of the Group

- At Waldo's I had 2 warehouses (Toluca and Tijuana) reaching almost 40,000 sqm and directed a team of 200 employees (180 outsourced with a 3PL) that moved around 30,000 skus.
- The strategy I worked on at Waldo's was based on delivering Visibility, Velocity and Accuracy.
- I redesigned the sourcing and product flow processes from supplier to shelf delivery.
- The warehouse pipeline (from reception to dispatch) was reduced by 43%
- The IRA was never lower than 99.85%.
- The Pallet Accuracy has increased by 12%.
- Delivery on Time improved from 82% to 90%.
- Imports process was redesigned so we could have more visibility and increase the effectiveness of resources planning

LIVINGSTON INTERNATIONAL MEXICO (International Trade Management) <http://livingstonintl.com>
Business Processes Improvement Director

jul 2014 – jan 2017

Responsible for the business, performance and profit improvement. Both Livingston's and our client's.

- During my time in Livingston I implemented and redesigned the performance systems and metrics in order to detect growth opportunities for Livingston and for the international trade operations in companies like Amazon, Procter & Gamble, Ford, Johnson & Johnson, Mahle, Delphi, Omron, etc
- I designed operative and financial improvement strategies that reduced the order cycle by 15% and costs by 9%.
- I developed and imparted the process and projects management seminar targeted for upper management.

Responsible for the P&L, strategy and direction of the logistics operations in the Middle America zone (México, Center America and Caribbean)

- Responsible of the EBIT for Middle America.
- I directed a structure of 450 employees that operates more than 80 clients of diverse industries (retail, consumer, IT, telecom, high tech, electronic, chemical, pharma), some of them with global/international contracts.
- I restructured the organization I'm in charge of, from a functional scope to a process-oriented one, achieving a 13% reduction in costs.
- During 2012 I started the operations specialization program, distributing the clients in Mexico into 2 dedicated warehouses (Consumer/Retail and Telecom/Industry). This increased the EBIT in 25%
- I implemented diverse logistic operations, like LG Latin-American Hub, warehousing and distribution for Nintendo, Lenovo and Osram, regional logistic integration (CALA) for Ericsson, etc.
- Throughout 2013 we started the logistic operations implementation for Ericsson in Guatemala, Honduras, Nicaragua, El Salvador, Costa Rica and Dominican Republic; Samsung and Robert Bosch in Panamá.

OFFICEMAX MEXICO (Office Supplies Retailer) <http://www.officemax.com.mx>

Supply Chain Director

jan 2010 –nov 2010

Responsible for the Supply Chain strategy, performance and execution, from demand planning to POS/Client delivery.

- I redesigned the Supply Chain structure, including a new MDC (Multi-channel Distribution Center), opened on may 2010, which supplies all the products for the 81 stores of the group and delivers 600 daily orders to corporate clients.
- The new MDC increased the processing capacity in more than 100%, raising reception from 20,000 daily cases to 45,000 and reducing the warehouse cycle time from 7.1 days to 3.4, without any negative impact on costs.
- I redefined the routing and store supply process achieving a 9% reduction in distribution costs and a 50% reduction on delivery time. The S&OP accuracy was 97.3%
- I implemented a new system that will increase the visibility of the process and reduce discrepancies between Logistics and Operations.

GRUPO COMERCIAL CHEDRAUI, SA DE CV (supermarkets) <http://www.chedraui.com.mx/>

Logistics Director

nov 2008 - jan 2010

Responsible for the logistics and supply strategy, performance and execution for the Group.

- I had under my responsibilities a logistics network that employs 1,849 persons (1,531 direct), moving over 100 million cases, 80 thousand shipments a year to source 140 stores. The areas that reported to me were Dry Products Warehousing Operations, Perishable Products Warehousing Operations, Transportation and Distribution, Imports, Supply and Replenishment, Commercial Logistics (logistics incomes), Human Resources, Finance and Administration, Audits
- Chedraui's logistics infrastructure is based around 3 facilities that work as Cross Docks. One in Teoloyucan, Estado de México (144,000 m²), another in Villahermosa, Tabasco (142,000 m²) and another in Monterrey, Nuevo Leon (3,000 m²). We had a continuous flow of over 60,000 skus of refrigerated products (Fruits and vegetables, dairy, meat, etc), frozen products (ice cream, prepared meals, etc) and dry products (grocery, clothing, hardware, etc).
- During my time in Chedraui the cost per transferred case was reduced in 17%, as a consequence of better managing transportation, changing the warehouse operations towards a process-oriented structure and reducing bad goods below 0.1%
- 94% of the goods that transited through our facilities left before 2 days
- Compared with the same months of the previous year, during my administration, the result of missing products at store were reduced in 10% and the pallet accuracy was increased in 50% (99.58% in absolute terms)

- I implemented a new systems infrastructure (TMS, LM, PM, YMS, EEM, etc) that allowed efficiencies in transportation and distribution up to a 20% cost reduction
- After 1 year of working at Chedraui, the Logistics Office under my command generated a positive 60 million net logistics result for 2009.

DANONE DE MEXICO, SA DE CV (diary products) <http://www.danone.com.mx/>

Operations National Manager

apr 2007 – nov 2008

Responsible for logistics operations nation-wide

- I had under my responsibilities 49 warehouses and cross docks, with 591 employees.
- The logistics network I led moves 57,600 tons monthly of chilled products, maintaining the cold chain between 2°C and 6°C with 0 deviations in the last 8 months
- The S&OP accuracy was 97.84%
- I maintained an average monthly IRA of 99.75% and a Customer Service Level of 97.6%
- During my time at Danone, I certified 2 facilities in the AIB standard with 980/1000 and 960/1000 points, achieving the 1st and 3rd place worldwide
- Annual 5% cost reduction through productivities improvements and internal restructures.

RYDER DE MEXICO, S DE RL DE CV (Logistics and Distribution Services) http://www.ryder.com/latinamer_home.shtml

Mexico Operations Manager

jan 2003 - apr 2007

Responsible for the Mexico operation

- I had under my responsibility 55,000 m² of warehousing facilities with 217 employees.
- I redesigned the operative processes maximizing synergies among the accounts we managed, representing over 27,000 annual tons shipped in around 11,000 routes.
- I maintained an accumulated IRA (Inventory Record Accuracy) above 99.6%
- I administrated the logistics process for companies like Procter & Gamble, Hewlett Packard, Lenovo, Mazda, Toyota, Fiat, Carrier, Tyler, Bristol Myers Squibb, Monsanto, Nortel, among others
- I maintained the profitability above 15%
- During my administration the profit increased yearly an average of 25% vs last year and 107% vs business plan.

SEAGRAM DE MÉXICO, S DE RL DE CV (wines and spirits distributor and manufacturer)

Processes and Systems Director

aug 2000 – nov 2002

Responsible for the development of processes and Systems within the value chain.

- I redesigned, implanted and documented the new sales process (from purchase order to Collection), achieving a 10% reduction in operative costs (distribution, warehousing and administrative), and reducing from 1 week to 15 hours the complete process.
- I reduced the DOI (Days of inventory) in 16% (average)
- I increased the Customer Service Level from 70% to 93%
- I implanted Systems for assets control, Budget control, corporate reporting, KPIs follow up.
- I organized and controlled the infrastructure renovation project reducing, among others, 20% in Communications costs.
- I was responsible for a team of 53 members.

NESTLÉ MÉXICO, SA DE CV (food manufacturer and distributor) <http://www.nestle.com.mx/>

Supply Chain Projects Manager

jul 1998 – aug 2000

Responsible for the realigning of processes and functions within the supply chain.

- I was the leader for the restructuring of the supply chain, increasing the profit by 18 million dollars.

- I was in charge of the team that reduced 30% the DOI (Days of Inventory) and increased the Customer service level to 94%
- I designed the Efficient Consumer Response strategy, reducing returned goods in 2% and collection differences in 14%
- I was in charge of a team of 118 persons

Projects Unit Manager

jun1996 - jul1998

Responsible for the development and implantation of projects focused on increasing the efficiency of operative areas.

- I coordinated the sales force automation projects
- I designed and implemented KPI systems for sales and logistics.
- I led the implementation of logistics and IT systems in Nestlé affiliate in Cuba.

ACADEMIC HISTORY

ITESM CEM Efficient Consumer Response Diploma.	Edo de México	2000
Hogenschol Voor Economische Studies International Business Diploma	Amsterdam, Holanda	1994
ITESM CEM Business Administration	Edo de México	1990-1994

ACTIVIDADES EXTRAACADEMIC ACTIVITIES

- Former member and vicepresident for the Commercial EDI Committee within AMECE (Mexican Association for Electronic Commerce Standards)
- Former member of the ECR Committee within CONMEXICO
- Former member of the ECR Committee within ANTAD (National Association of Retail and Department stores)

Speaker for the following seminars:

- Efficient Consumer Response and Electronic Integration Seminar (IAC Colombia, Medellín, Bogota and Cali. 1999)
- Supply Chain Improvement Seminar (Nestlé Venezuela, Caracas. 1999)
- Processes Administration Seminar (ITC, México, DF. 2001)
- Financial and Operative Planning in Logistics (Inteligencia Logística, México DF, 2004)
- Inventory Management Seminar (SCC, México DF, 2002-2009)
- IT in Logistics Seminar (ITESM, Sede Ecuador. 2010)
- Commercial Logistics Seminar (Inteligencia Logística, México DF, 2003-2009)
- Logistics Diploma (ITESM CEM, Estado. de México, 2004-2012)
- “Sinergizing the Supply Chain” Conference (Expocarga 2012, Mexico DF, 2012)

PROFILE

High analytic skills, creativity, negotiator, team work, task-oriented leadership, process management background, financial and commercial approach, global business-vision, talents development.

ADDITIONAL ABILITIES

Languages: Spanish (MT), English (Business), Italian (middle), French (basic)

Graphic design, computer skills (SAP, JD Edwards, Manhattan Associates, Red Prairie, Microsoft platforms, Macromedia, adobe, photoshop, etc)