

## Enrique López Barea

Senior Consultant en IOR Network for Talents

[elopezb@ior.es](mailto:elopezb@ior.es)



### Summary

Enrique has more than 20 years experience working in Supply Chain and Logistics leading changes.

Expert in setting a new logistics design for your current business and a new B2C business line in companies.

Holistic insight with knowledge of Food, FMCG, Automotive, Oil & Gas, Steel, Energy, Pharmacy and Industrial sectors. Wide portfolio range.

Entrepreneur twice with very good knowledge of business.

Digital person, used to change and lean methods.

Global vision and high strategic skills.

Team leader with good soft skills

Lean expert.

He will help your company to improve their P&L statement through a new digital Supply Chain design:

- Include digital insight in all the processes to improve
- New strategy Supply Chain design, Omnichannel.
- Adapt logistics with a customer focus and digital design
- Setting right suppliers
- Using the proper technology and software at right price
- New digital team to face it
- Market places to use and connect to
- Solve all new problems for this ecommerce channel and current one
- Create a new team
- Control your cost under a defined Service Level Agreement

Ask Enrique:

- If you want your supply chain to be an added value for your customers and your business
- If your shops are always complaining about your logistics services and you do not know how to improve it?

If you want to develop ecommerce within your company and you do not know how to face the logistic challenge

## Experience

### **IOR CONSULTING- NETWORK FOR TALENTS**

**Senior Interim Manager** may 2019

Interim managers are experienced business leaders who are able to manage an organization through a period of change or transformation, provide stability to a business following the sudden departure of a senior leader, or provide a highly specialized skill set which a business may not have internally.

### **LBGE ECOMMERCE DIGITAL LOGISTICS**

**Managing Director**

feb 2017 - actualidad

From July 18- today. Ecommerce Digital Supply Chain and Logistics Projects. I help companies to face logistics problems to develop ecommerce business and digital logistics transformation.

From Jan 17- Jul 18 Owner of two Restalia Group franchises. Franchise management at all levels. Marketing, Sales, HR, Finance and Operations. Sold in July 2018.

### **XPO LOGISTICS EUROPE**

**Site Manager AMAZON** jul 2018 – oct 2018

Amazon main non sortable site in Spain

### **CARRERAS GRUPO LOGÍSTICO**

**Director of Industrial In-Hose Logistics** ene 2014 - ene 2017

Management of Industrial Business unit. Strategy design, marketing plan, commercial development, P&L statement and operations.

### **LAINSA - GRUPO DOMINGUIS**

**Logistic Service Manager** may 2011 – nov 2013

I managed this branch of the company with more than one hundred people. Reporting to the Managing Director my main goals are: Develop business, operational management, finance control, improve profitability, rolling forecast, personnel management and customer relationship.

In spite of this deep crisis we won several new profitable customers. Savings of more than 50% in some current projects

### **SYSLOGIC**

**Managing Director** ago 2010 – abr 2011

Syslogic: supply chain consultancy.

Specialties: cost savings, quality improvements, logistics RFQ, lay-outs, WMS, 3PL optimization, technology and optimal network.

Last project: 600.000 € annual savings. 40% of total cost. See article "La navaja de Ockham" on my profile".

## ICIL

**Logistic Teacher** 2005 –ene 2011

Main Topics: Outsourcing: Logistics and Transport.

## MAKRO SERVICIO MAYORISTA S.A. ESPAÑA

**Supplu Chain Manager Temperature Controlled** nov 2007- jul 2010

As a part of Metro Group (Media Martk, Real, Saturn, etc), Makro Cash & Carry leads Cash and Carry market worldwide.

I was SC Manager for fresh products: fresh meat, fresh fish, dairy, processed meat, frozen and fruit & vegetables.

Main results:

- 15% of cost savings 2010, 3% of forecast Ebit (7% 2009)
- Implementation of RF in all fresh business lines
- Handling accuracy: 99,97 %. 3 mistakes every 10.000 pickings

## IBERPROLOGIS

**Executive Partner** jul 2005 – dic 2007

We founded IBERPROLOGIS. Executive Partner. We created a new logistical companyspecialising in renewable energy components (distribution and storage of solar panels). I was incharge of operations, finance and IT departments. Turnover of one million Euros and twentyemployees.

## ABX LOGISTICS

**Project Manager & Global Account Manager** mar 2002 – may 2005

Processes reengineer (Lean Manufacturing techniques): we designed new warehousesbalanced scorecard, new processes, productivity improvements and reviewed current supplier dealings (real state, machinery and transport). We reached 30% of profitability improvementsworking in both sides: suppliers and cost reduction.

## DHL DANZAS

**Key Account Manager & Operations Manager & Marketing Manager** nov 1998 – dic 2001

New Sector Manager. Responsible for integrating sales activity between European countries. I also managed the Marketing Department. I was in charge of two junior KAM.

Operations Manager. Appointed by Head Office I had a team of three hundred people working in a 70.000 m2 warehouse in three shifts. We started a two year project to improve productivity by 20 %. Due to a change in the structure of the General Management of Iberia I was appointed New Sector Manager.

Key Account Manager. As part of the Sales and Marketing team we were engaged in Account Management and New Business Development. I managed the accounts of Renova, Combe, Unilever Non Food, Unilever Food, Diversey Lever, Cadbury Dulciora,

ReckittBenckiser, Let's buy.com, Stollwerck, Thomil. Total Portfolio turnover: 18 million euros.

### **TAPER**

**Associate Logistical Director** oct 1996 – oct 1998

A health sector company. I worked in purchasing, quality control, sales support, storage and standard process design. We implemented the ISO 9000 standards. I was the transport manager with 6 main suppliers invoicing one million euros per year. I managed a team of twenty people, eleven at the warehouse and nine at the office. Warehouse size: 5.000 m<sup>2</sup>.

## **Education**

### **Industrial Engineer**

Universidad Pontificia de Comillas 1986-1993

### **Commercial and Marketing Management**

CEOE-ESIC 1994 -1995

## **Languages**

- **Inglés:** professional
- **French:** basic
- **Español:** bilingual