

Ángel Sanchez de Toro

Senior Consultant at IOR Network for Talents
asanchezdetoro@ior.es



Summary

Professional experienced in International Groups, and in the Industrial Sectors and Commercial Distribution, with responsibility for operational management.

Thorough knowledge in Supply Chain Management of the various sectors with significant results in the logistics integration processes and the business unit's consolidation, as well as a good level of knowledge in logistics operator's market.

Great international experience in different markets especially in Germany, France and Morocco, as well as in industrial, food and electrical sectors (high rotation products) in operational planning areas and SCM corporate level.

Special capacity for the management and integration teams with a management style, motivator and participatory.

Great experience with success in complex environments negotiation.

Involved in the people growth with a clear approach to service customers.

Experience

IOR CONSULTING - NETWORK FOR TALENTS

Senior Consultant mar 2020

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.

TEKA GROUP (www.teka.com)

VP Supply Chain dic 2008- ene 2020

Supply Chain Group Director 2014 -2016

Logistics and Planning Director 2009 -2014

- Supply Chain Management with 16 Factories and 32 Commercial distribution warehouses in 32 countries.
- Team Work: 380 people
- Warehousing area: 145,000 sqms
- Managing Stocks: € 145 million in Raw materials/components/ WIP and Finish Goods
- SKU's: 14,500
- Distribution transport 12,500 trucks
- Maritime transport: 2,200 containers
- 14,560 delivery points
- Managed Departments:
- Import/Export. Custom Clearance
- Demand Planning
- Supply Chain Planning
- Operations, warehousing, picking, transport and distribution
- After Sales Service

DHL EXEL SUPPLY CHAIN Iberia and North Africa (www.dhl.com)

Operations Director and Business Unit Director, Iberia and Morocco sep 2002- dic 2008

Madrid (Spain) group DHL: 480 million \$ specialist in the supply chain management (worldwide services) in Iberia (Spain and Portugal) 85 Stores. 600,000 m2 in warehousing, team: 5,600 employees.

- Participation in the definition and implementation of the operational strategy company's. Ensure the implementation of policies and procedures, standardization of quality and ensure the achievement of defined and budgets allocated to each of the operational centers that make up the business unit
- Definition and management of the operation budget Unit (130 M €)
- Great customer SCM management: technology (Samsung, Philips) consumption (Procter & Gamble, SC Johnson, Kraft, Cadbury, Mars, etc.) and Commercial distribution (Carrefour, Eroski, Alcampo, Cortefiel, Aki, Norauto)
- Responsibility for the commercial and internal growth of Unit
- Management of development internal projects (ex. automation)

- Key Accounts Management of the unit (strategic) definition of the Account Plan Customers
- Responsibility for operating result and customer satisfaction

JGC J: GARCÍA CARRIÓN GROUP SPAIN (www.garciacarrion.es)

Logistics and Industrial planning Director mar 2001- sep 2002

Factories: Ciudad Real, Murcia, Almería and Huelva Spain

Head offices Madrid (Spain) García Carrion Group turnover € 600 M. Logistical Cost 65 M €, 4 production centers, 700 employees (internal and external logistics) contract 2 automatic warehouses, 50,000 m²

- Planning Management production lines. Production control. Automatic warehouse management. Commercial distribution management, in accordance with the Commercial strategy of each product in temperature controlled
- Production lines planning for juices and wines (in 4 production plants) integrate in SAP
- Management inter-department stores for stock and space optimization
- Stock control and management of the customers demand Inventory management
- Negotiation of the warehouses tools and machinery
- Definition and management of automation projects in the plants and stores facilities
- Trade consolidation order management
- Procurement of material packaging and supply raw materials online
- Tankers management (racking)
- ISO 9000 certification. American certification as Wal-Mart supplier officer

CARREFOUR GROUP SPAIN (www.carrefour.com)

Head of Division (Integration Responsible) ene 1997 - mar 2001

- Integration of the logistics network of Carrefour (outsourced) in the logistics network of Promodes Group (in house), negotiation and development of the new flows and distribution. Stock levels strategic definition.
- Logistics Integration (administrative and accounting) of 15 platforms
- Work teams. Integration 1500 collaborators
- Negotiation and unification rates of integration of the referenced suppliers
- Account of exploitation consolidation by Business Center
- Outsourcing of services with low added value
- All logistics services outsourcing

Head of Division (Central Warehouse Manager)

- Management and administration in operations center. Storage and distribution (CD) for area. Center and North of Spain's high turnover products and campaigns.

- Supplying and distribution of 11,000 SKU's to 50 centers (Hypermarkets and Supermarkets)
- Implementation Project of RF and Voice Picking
- Fleet management of 12,000 trucks year for provisioning in origin and distribution centers
- 450 Employees, structure blue colors of area and monitoring team
- 60,000 m2 of storage in high rotation products and campaigns
- 360 M€ (Supply management for discount volume)
- Logistic Management costs of the Centre € 11 M

AUCHAN GROUP FRANCE (www.auchan.com)

Head office. Lille. France

Head of Department feb 1994 - ene 1997

- Design strategic import and distribution project of regionalization of the stocks of the company
- Management of 95 M FF Department budget. Definition of the product Packaging
- Design and analysis of the pool of packaging and co-packing area
- Definition of regional logistic centers and integration of services to stores
- Management team, 45 employees
- Design and international production. Standardization of quality and labeling
- Production Control processes by components from Europe and Asia
- Transport and distribution to 152 stores in Europe

Education

University

- | | |
|-------------|--|
| 2010 | PDG Executive Management Program. IESE Business School. University of Navarra. Spain |
| 2008 | Master Degree in Prevention Labor Risk. Specialty Industrial Hygiene. UAB Spain |
| 1994 | Post Grad. Integrated Logistics CSCAMM Madrid. Spain |
| 1993 | Post Grad. Chemical and Pharmaceutical Industries. Lille University. France |
| 1992 | Pharmaceutical Degree. Specialty in Industrial Technology. Complutense University Madrid. Spain |

Training in Management

Senior Management Program .Tibbet & Britten Group. UK

Strategic Negotiating Skills . Scotwork Company. Spain

Technical training & IT

MPR (I &II) and **Lean Manufacturing**

SAP R/3 Modules Production & Logistics

AS400 IBM communications. Web LAN

Infolog G5 DL Consultant (stocks), Lotus Notes. G-Transport



Adaia Leuter (Warehousing & Distribution)

PROST Pilotage. ARIEN approvisionnement. Design ProtoCAD.

E3TRIM Supply Chain Management

Languages

Spanish: Maternal language

French: Fluent

English: Fluent