

Carlos L. Maldonado  
Email: [carlos.l.maldonado@hotmail.com](mailto:carlos.l.maldonado@hotmail.com)  
Phone: 787-214-8471  
Trujillo Alto, Puerto Rico 00976

## OBJECTIVE

To secure a challenging logistics or operations management position with a dynamic and exciting organization where my business knowledge, experience and skills will contribute towards the growth and success of the organization.

## SUMMARY OF SKILLS

Experienced global management professional with 10 plus years of continued career progression accompanied by key accomplishments in highly competitive industries. The beneficiary of empowered work environments where broad responsibility and decision-making have been pushed down into the organization, resulting in exceptional exposure and work experiences. Proven ability to communicate effectively in team diverse environments. Well-developed business and supply chain understanding attained through diverse assignments in logistics, sales, and business analysis at both staff and manufacturing locations. Proven track record utilizing a fact-based, process-oriented approach towards reaching aggressive goals in support of cost, profit, service and organizational objectives. Possess theoretical and practical knowledge in the use of Lean Six Sigma and TQM metric methodologies and processes. Self-motivated and confident in making independent decisions. Possess exceptional analytical, presentation, and technical skills. Extensive experience in the use of Windows 95/98/2000/NT/4.0/XP, MS Office 97/2000/XP, PC Anywhere, MS Outlook, Lotus Notes, Oracle Database Software, and A/S 400 inventory management systems. Expertise in the use of MS Access, MS Excel, MS Word, MS PowerPoint, MS FoxPro, MS Visual Basic, SAP Enterprise Resource Planning software, and JD Edwards reporting software. Fully bilingual – fluent in both English and Spanish. Adept problem solver and critical thinker.

## EDUCATION

2007 Masters' of Business Administration in Public Administration, Nova Southeastern University  
2007 Currently working towards obtaining an APICS Certification in Production and Inventory Management  
2007 Logistics in Today Businesses, PDM, APICS  
2004 BS in Business Administration and Professional Management, Nova Southeastern University  
2002 Military Leadership and Management School, Key West, Florida

## EMPLOYMENT

2005- 2007 Operations Manager, The Bravo Group, Inc., Guaynabo, Puerto Rico  
Led the business unit's SOP (sales/operations planning) process that drove business plans (production, capacity and inventory plans), sales plans (forecasting, bookings and shipments), sourcing plans (raw materials), financial plans (\$500,000 budget & P&L Statement) and impact/contingency analysis. Procured a vast range of products for auto-detailing production. Conducted vendors meetings and addressing their issues. Follow up of pending purchase orders, and payment to suppliers. Controlled inventory of more than 100 products ranging from hazardous materials, supplies and capital goods. Systematic Physical Stock verification and book stock correction. Daily 10 items random checking, weekly 10 items of fast moving and monthly all items thorough verification. Coordinated and supervised all the activities of purchase and stores

department. Effectively negotiated for price, delivery, freight and other terms and conditions. Supplier selection based on cost effective, continuity of supply, timely delivery, quality of materials and the services. Analyzed purchases in order to identify opportunities for

improvement. Tracked

and analyzed supply chain activity including development of a robust process for monitoring the entire regional supply chain, ensuring data integrity and enabling prompt, informed supply management. Evaluated existing inventory management systems in order to suggest and implement improvements and standardization. Tracked and analyzed expenses and supplier performance. Suggested improvement opportunities and provide ad hoc research into available options as requested. Implemented linear demand forecasting methods based on past yearly sales and current demand.

2003-2005 Revenue Pricing Manager, IAC/InterActive Corp., Miami, Florida

Kept accurate records of all inventory and receiving activities. Provided inventory statistics to CFO, COO, VP of Operations and Director of Operations as well as various department heads to assist in the decision-making process. Produced reports for resort groups that illustrate their members exchange activities. Produced reports and graphs to illustrate inventory utilization and supply/demand. Managed and implemented the pricing criteria system. Supported third party contracts pricing. Managed the pricing table for inventory pricing as sought fit by demand. Managed the Quality Rating System. Supported the marketing department's needs by managing the Getaways Promotions program. Maintained high levels of quality, standard of work performance and efficiency throughout the Inventory Control department. Developed and maintained statistical and mathematical modeling projects. Developed and implemented forecasting models. Devised method to recoup company losses on purchased space inventory sales. Evaluated existing purchase space inventory costs, conducted competitor price comparison, and implemented 2% markup to recover lost dollars.

2001-2003 Materials Manager, Kalamar Seafood, Inc., Hialeah, Florida

Direct purchasing operations and staff, supervising procurement of 60% (\$5.5M) of total company purchases. Determined and negotiated best economical and quality alternatives for seafood product purchases and service contract. Responsible for compiling, reporting and acting upon inventory performance information, which include inventory levels, turns, safety locks, and lead times; to ensure company objectives regarding inventory management are achieved. Responsible for resolution of material delivery and quality problems with suppliers. Researched and determined root cause for errors in safeguarding the integrity of the perpetual inventory achieving 95 percent inventory accuracy while implementing an ABC inventory system. Discovered \$300K in stolen Distribution Center merchandise and prosecuted culpable employee. Provided required reports related to all Logistical, Operational, Financial, and Distribution business areas. Collaborated to find opportunities for cost reduction and process improvement on existing commodities. Negotiated contracts for transportation, leasing of transportation equipment and property. Led effort to improve on-time delivery to a sustained 97%, up from 93% average.

2001 Inventory Control Analyst, Dole Fresh Flowers, Miami, Florida

Controlled and coordinated from the manufacturing site interaction between 10 carriers, a private fleet and six distribution centers for delivery to end customer locations. Made a significant contribution towards improved product availability, placement and placement resulting in reduced production schedule interruptions, improved capacity utilization, and reduced re-distribution of product. Kept accurate records of all inventory and receiving activities. Ensured that all cycle counting activities and its related maintenance were performed in a daily basis. Researched and determined root cause for errors in safeguarding the integrity of the perpetual inventory achieving 98 percent inventory accuracy. Reported to immediate management on layouts and processes related to improvement on the movement of inventory. Developed regional reports, tools and processes for production planning, inventory management and replenishment/distribution that were rolled out for standardized!

use on a national level. Maintained high levels of quality, standard of work performance and efficiency throughout the Inventory Control department.