

## Braulio Quijano García

Lead and implement comprehensive Supply Chain and Operations strategies by aligning processes, technology, and talent to achieve sustainable results in dynamic environments. Drive continuous efficiencies and cost savings through automation and digitalization. Improve profitability and service levels through innovative solutions and transformation projects. Manage successful integrations of companies, processes, and organizational cultures. Strengthen KPIs and NPS with a focus on operational excellence and customer experience. International experience leading teams across the U.S., Canada, and Latin America, with strong financial and budget management expertise. Specialist in supply chain operations for regulated sectors such as pharmaceuticals and medical devices.



### DHL Supply Chain Mexico | 2006 – Present.

#### Director of Transportation – Healthcare Sector | 2022 – Present.

Lead the regional transportation strategy for the pharmaceutical and medical device sectors, driving efficiency, sustainability, and profitable growth.

#### Key Achievements:

- **Business Growth:** Delivered **+15% year-over-year growth**, consistently exceeding budgetary goals.
- **Cost Reduction:** Achieved **20% reduction in distribution costs** through advanced data analytics and route reengineering.
- **M&A Strategy:** Successfully led the integration of an acquired company—aligning culture, systems, and financial processes—**doubling business size to €2M** within the first year.
- **Operational Innovation:** Established from scratch the **fleet and driver management function** in Mexico, setting new national standards for control and scalability.
- **Service Excellence:** Maintained world-class performance indicators — **NPS 72, Quality Index 92%, and OTD 99.5%**.
- **Digital Transformation:** Designed and implemented **LATAM Control Towers**, enhancing regional visibility, process efficiency, and operational standardization.
- **Sustainability:** Launched a **green fleet program**, reducing carbon footprint and aligning operations with DHL's global zero-emission targets.

#### Senior Transportation Manager | 2017 – 2022.

Directed the strategic expansion of transportation operations for high-complexity industries including pharmaceuticals, retail, and technology.

#### Highlights:

- **Service Development:** Designed and implemented **last-mile and direct-to-patient delivery models**, improving traceability and customer experience.
- **Profitability:** Increased **gross margin from 14% to 20%** and improved **OTIF KPI by +4 points**.
- **Commercial Expansion:** Built a **cross-docking network** and strategic carrier partnerships that expanded the client portfolio from **7 to 23 key accounts**.
- **Regional Efficiency:** Implemented **Control Towers in Colombia and Chile**, achieving **12% cost savings** and enhanced regional visibility.
- **Customer Retention:** Negotiated **five-year contract renewals** with major electronic-sector clients, ensuring continuity and long-term business growth.

#### Professional Profile.

**Senior Executive in Supply Chain & Operations** with international experience and strong readiness for Vice President-level positions within multinational and regulated environments.

Proven track record in **strategic leadership, operational transformation, digital enablement, and business integration** across the Americas.

Recognized for optimizing profitability, service excellence, and organizational performance through innovation, process standardization, and financial discipline.

Expert in regulated sectors such as **pharmaceuticals and medical devices**, with consistent results in achieving cost efficiency, sustainability, and stakeholder alignment.

#### Professional Interests.

Focused on leading organizations that require **strategic vision in Supply Chain, digital transformation, and operational excellence** with a strong **LATAM impact**.

Committed to measurable results, sustainable profitability, and the development of high-performing teams in **end-to-end operations management**.

#### Education.

- **Master's Degree in Logistics** – Universidad TecMilenio, 2021.
- **Bachelor's Degree in Business Administration (Quality and Productivity)** – UNITEC.

## General Operations Manager | 2012 – 2017.

Oversaw 24/7 warehousing and distribution operations for healthcare clients, ensuring compliance, profitability, and operational excellence.

### Key Results:

- Managed **7 direct reports and 230 indirect employees**, fostering a high-performance culture.
- Reduced **DSO (Days Sales Outstanding) by 30%**, improving cash flow and financial stability.
- Delivered **+20% annual organic growth** and **4% recurrent cost savings**.
- Strengthened **regulatory compliance and traceability**, achieving **zero critical findings** in COFEPRIS and client audits.
- Implemented **HSE frameworks**, attaining a **<0.5% incident rate** and a **59% improvement in CMK indicators**.

## Operations Manager | 2006 – 2012.

Led critical infrastructure and process improvement projects for the **Life Sciences** business unit.

### Achievements:

- Directed construction of **pharmaceutical-grade clean rooms** and **IT system integrations**.
- Expanded warehouse capacity by **75% in three years** through operational redesign.
- Delivered **25% vehicle efficiency gains, 15% freight cost reduction**, and workforce optimization (-15 positions).
- Renewed and expanded the main client contract from **€3M to €5M**, securing long-term growth.

### Previous Experience.

**Business Development Lead – EV Logistics (Canada) | 2005 – 2006**

**Operations Supervisor – Exel Logistics | 1998 – 2005**

**Administrative Assistant – Continental General Tire | 1997 – 1998**

**Administrative Assistant – PEMEX | 1996 – 1997**

## Executive Certifications & Professional Development.

- Certified Supply Chain Specialist (IMPAX – Selling Value)
- Project Management (Exel PMO / MS Project – Executrain)
- Facilitator – DHL Supervisor Academy.
- Coaching for Success / Continuous Improvement Program – Procter & Gamble.
- RFID Technology – IconNicholson, Canada.

### Languages.

- **Spanish:** Native.
- **English:** Advanced.