

Q.F.I Luis Alberto Gutiérrez Zarza

Operations Director | Manufacturing | Pharmaceutical, Cosmetics & Chemical Industry.

I transform industrial operations into highly profitable systems, delivering million-dollar savings and sustained improvements in safety, quality, productivity, efficiency, and EBITDA through operational excellence, financial discipline (CAPEX/OPEX), and leadership in highly regulated environments (FDA, GMP).



Grupo Zeyco – Deputy Operations Director (2022 – may 2026)

I assumed full responsibility for leading the supply chain and manufacturing operations in a highly regulated environment, with the objective of scaling production capacity and embedding a strong culture of operational excellence. Upon joining, I designed and executed a 3-year master plan aligned with business strategy, integrating CAPEX/OPEX optimization and strengthening performance management through key operational indicators in safety, quality, productivity, cost, and work environment.

Through a structural transformation of operations, I increased production volume by over 52%, reaching historical company records, while successfully obtaining FDA certification. I reversed critical absenteeism conditions, reducing rates from 50% to 10%, and optimized spare parts inventory management by eliminating significant financial discrepancies. I established the Operational Excellence function, generating savings exceeding \$1.6 million per month, and institutionalized maintenance and control processes through SAP, reducing operational deviations by more than 80%.

Reckitt Benckiser – Operations Manager (2020 – 2021)

I joined to strengthen plant operational capacity in a high-demand, cost-sensitive environment. I led end-to-end operations, managing a team of 450 employees and overseeing an annual budget of \$25 million MXN, ensuring operational continuity above 90% of practical installed capacity.

I implemented an operational excellence and financial control strategy that generated recurring savings of approximately \$3 million MXN per month. I enhanced performance management through operational and financial KPIs, improving OTIF service levels by 15 percentage points, reaching a sustained 95% average. Additionally, I improved OEE from 35% to 60%, reduced deviations by 70%, and accelerated product release cycles from 30 to 15 days. I prevented a \$12 million MXN CAPEX overspend and optimized workforce structure, eliminating over \$500,000 MXN in monthly inefficiencies, resulting in a more efficient and profitable operation.

Boehringer Ingelheim Promeco – Manufacturing & Packaging Manager (2017 – 2020)

I led manufacturing and packaging operations within a GMP-regulated environment, managing a workforce of 350 employees and overseeing critical operations focused on productivity, compliance, and efficiency. I designed and implemented strategic continuous improvement initiatives that delivered a total financial impact of \$45 million MXN.

I increased operational efficiency (OEE) by 20% through process optimization, waste reduction, and line balancing, resulting in a more profitable and controlled operation. I ensured full regulatory compliance during FDA audits, maintaining zero critical observations throughout my tenure. Additionally, I increased production capacity from 8 to 10 million units per month, reduced overtime costs by 50%, and virtually eliminated operational deviations, while achieving zero accidents for two consecutive years.

AkzoNobel – Production Manager (2014 – 2017)

I led production operations with a strategic focus on efficiency, safety, and quality, reducing absenteeism from 40% to 1% within six months through structured operational management and cultural transformation initiatives. I implemented improvements that reduced process rejections by up to 50% and positioned the plant at excellence levels in corporate, ISO, COFEPRIS, and FDA audits.

I led the successful transfer of three production plants from Europe to Mexico, ensuring on-time and effective implementation, while achieving consecutive historical production records.

Other Relevant Positions.

I developed my professional foundation within global organizations such as L'Oréal (**Production Manager**, 2011–2014) and GlaxoSmithKline (Cephalosporin **Plant Lead**, 2005–2010), as well as earlier roles at Wyeth, TycoHealthcare, and Warner Lambert (1992–2005).

During this period, I participated in international technology transfers, FDA certification processes, TPM and Lean-Sigma initiatives, building the operational expertise that later enabled my transition into senior leadership roles.

Professional Experience.

I am a senior executive with extensive experience leading industrial operations within highly regulated sectors such as pharmaceutical, cosmetics, and chemical manufacturing. I specialize in transforming complex plants into highly efficient, profitable, and compliance-driven operations aligned with international standards (FDA, GMPs)

I have led large-scale operational structures, integrating business strategy, financial discipline (CAPEX/OPEX), and operational excellence to deliver measurable results in productivity, cost reduction, and performance indicators such as OEE, OTIF, and deviations.

My core value lies in converting operations into strategic assets that directly impact EBITDA.

Academic Background:

Industrial
Pharmaceutical Chemist
– IPN (Instituto
Politécnico Nacional)

Postgraduate Studies:

MBA in Strategic
Planning.
Diploma in Business
Administration.

Certifications:

Lean Sigma Green Belt.
TPM.

Languages:
Advanced English