MAURO ABLIN

Senior Supply Chain & Operations Professional

+54-911-2562-0003
Mauro.Ablin@gmail.com

Skills

- Supply Chain expertise (S&OP, Inventory Management, Demand & Supply Planning, Account Management, Mill Scheduling & Programming, Forecasting and Budget Management)
- Supply Chain Planning & Management Control process development
- Procurement expertise and process development
- Project Management
- Change Management
- Team Leadership
- Sales & Business Development

Industry Experience

- Oil&Gas
- Pharmaceutical
- Strategic consultant
- Hi-Tech

Education

- UTN Bs As: Industrial Engineer
- ORT Argentina: IT Technician
- Rice University: Advanced Management Program
- IAE Institute Argentina: Management Development Program

Languages

- Spanish: Mother tongue
- English: Proficiency
- Hebrew: High
- French: Basic

Experience Overview

- 10+ years of experience in supply chain planning and operations in the Oil&Gas industry including leading business improvement initiatives and change management to deliver in excess of $95MM in working capital reduction and 35% in cost avoidance
- Proven ability to define and implement complex supply chain processes and design supply chain strategy including S&OP, Demand Planning/Forecasting, Inventory Management, Production Scheduling, Account Management/Order Fulfillment, Project Management and Procurement
- Project management of major supply chain initiatives in a global company
- Management of multidisciplinary cross country teams (operational and functional) to ensure effective production and delivery of critical products to customers
- Expertise in sales and business development with proven track record of sales over $150MM.

Professional Experience

Expediting Manager: **Adama Israel (2017 – 2018)**
As part of the Supply Chain, I led the order management team in charge of the reception and execution of all the orders produced in Israel and delivered worldwide.
Main responsibilities: Order acceptance. Order execution and expediting with Production, Quality and the Logistic teams. Communication with the final customers. Support to the Demand and Supply Planning teams with production forecast and stock design. Management control.

Supply Chain Regional Manager Sub-Sahara Africa: **Tenaris Nigeria (2014 – 2016)**
Head of Logistics & Operations for the Sub-Saharan Africa region. I've led a team of 50+ people in the following areas of responsibility: Order & Account Management • Inventory Management • Project Management • Logistics • Invoicing • Customs • Mill Programming & Scheduling.
Main achievement:

- Successful execution of the Egina project. Customer: Total E&P/Saipem (100MM USD contract)
- Definition and implementation of the Local Talent Development Program to replace all the expats with local resources. From 4 to 0 expats in 12 months.
- Cost reduction: Redefinition and renegotiation of all contracts to cut costs by 35%.

***Regional Sales Manager North Sub-Sahara Africa*: Tenaris France (2012 – 2014)**
Head of the Oil Country Tubular Goods (OCTG) division in North Sub Sahara Africa (Cameroon, Ghana, EG, Ivory Coast, Liberia, Sierra Leone, Congo, Gabon, Benin and Togo).
Main achievements:

- Establishing two joint ventures with local partners to comply with the local content laws in Ghana and Equatorial Guinea.
- Award and negotiation of Long Term Agreements: Tullow Oil Ghana • Kosmos Energy.
- P&L accountability
- Sales budget: FY 1314 66MM USD • FY 1415 108MM USD (+63%)

***Supply Chain Regional Manager West Africa*: Tenaris Nigeria (2009 – 2012)**
Head of Logistics & Operations for the West African region. I've led a team of 30+ people in the following areas of responsibility: Order & Account Management • Demand Planning • Inventory Management • Project Management • Logistics • Invoicing • Customs • Mill Programming & Scheduling.
Main achievement:

- Working Capital reduction by 80% (95MM USD)
- Take over and due diligence of a coating facility
- Full reorganization of the Supply Chain department in the region
- Successful implementation of SAP MM module

Supply Chain Planning & Mgmt. Control Coordinator: **Tenaris Argentina (2007 – 2009)**

- Leader of the team in charge of KPI generation and reporting to the company's top management. Main KPIs: Mass Balance (stock, invoicing, dispatches, receptions and production), information consistency, offering service level and others.
- Responsible of analyzing and interpreting indicators in order to explore improvement feasibility of the Supply Chain key processes at a corporate level.

***Sr. Consultant*: Paradigma Sociedad de Soluciones Argentina (2005 – 2007)**
Responsible of business strategies development for customers of the firm. Main Projects:

- Tenaris Maverick (USA): As part of the team in charge of the Take Over of the Maverick Tube Corp. I've redesigned the inventory control process for the American region.
- Tenaris Algoma (Canada): Responsible of redesigning the inventory control process for the Canadian region.
- Tenaris Siderca (Argentina): I was in charge of creating the Supply Chain PMO (Program Management Office).

IT Team Leader: Cardinal Health Argentina **(1999 – 2005)**

- Analyses, Design Development and Maintenance of the company's IT Systems
- System validation based on the FDA requirements (21 CFR, Part 11)