

## **MARIANA ESPINDOLA**

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### **SUMMARY OF QUALIFICATIONS**

- Bilingual professional (English-Spanish) with Solid background in Medical Product manufacturing industry.
- Strong experience in Pull Systems Divisional and-or local, experienced in Inventory Control and Logistics for OEM and Aftermarket service.
- Well-grounded in JIT manufacturing environment, Production Control and Purchasing for MRP and MRO materials.
- CPIM certification by APICS. Experienced working with Oracle 11i and SAP.
- Strong analytical skills.

### **PROFESSIONAL EXPERIENCE**

**Tratus Manufacturing Mexico**, Saltillo, Coahuila  
**Present**

**08/2007 -**

Leading manufacturer of innovative cardiac devices for the medical industry; FDA registered.  
Sales: US\$1.5M; headcount: 2300; subordinates 12.

#### **Materials Manager Sr.**

- Participated in the plant transfer process from Athens, GA to Saltillo, Coahuila.
- Establish priorities for manufacturing based on customer's demand, through shop orders release to Fabrication, Welding, and Assembly.
- Responsible for Warehousing, Receiving, Production Control, Customer Service and Logistics.
- Main contact with Sales and Central planning related to delivery, build plan and Shipping for both Healthcare and Pharmaceutical orders.
- Review production efficiency in hours by department.
- Re-route low-priority demand to external operations work center to meet the build schedule plan.
- Coordinate the logistics with the different forwarders, and make sure proper documentation is delivered for international shipments.
- Define priorities, in order to meet customer's want dates, by defining priorities overtime and holidays.
- Answer quality complaints and implement corrective actions to prevent recurrence.
- Lead inventory analysis to define areas of opportunity that brought inventory reduction in the plant (raw materials and work in process).
- Maintain close contact with Central Planning to reduce Finished Goods inventory.
- Constant evaluation of Finished Goods, Work in Process and Raw material inventory levels. Keep safety stocks and kanban.
- Use AS/400 system used for manufacturing transactions and Shop Floor Control.
- Use Oracle system used for finished goods warehousing and shipping / invoicing transactions.
- Acquainted with 21 CFR Parts 808, 812 and 820. Current good manufacturing practices (GMP's) for medical devices for human use.

**Achievements:**

- Graduated from Tratus Lean School. Training held on Toyota Production System (TPS).
- CPIM and CSCP from APICS the Association for Operations Management.
- Developed and led 3 kaizen events in Shipping, Assembly and Warehousing.
- Reduced inventory from \$23 M USD to \$14 M USD during one fiscal year.
- Improved cycle count accuracy from 85.7% to 99.3% during 2009 fiscal year.
- Performed Analysis of item master parameters to reduce EOQ, Min Qty, etc to avoid excess inventory for both purchased and manufactured items.

**Preston Multilayer Mexico**, Saltillo, Coahuila**05/2002 – 07/2007**

Manufacturer of multilayer PCB's and actuators for the medical and automotive industries. TS 16949 certified, FDA registered. Sales: US\$950K; headcount: 900; subordinates: 8

**Materials Control & Production Planning Manager**

- Developed a high-performance team in order to achieve the Company's goals by quarter and FY.
- Optimized packing methodology by implementing lean project on FY05. Cost reduction = \$200 K USD/yr on packing materials (world-wide). Sped-up packing method, takt time reduced by 2 hr/day.
- Increased Inventory Turns for Mex raw materials from 10 to 60.
- Successfully participated in lean inventory reduction plan (from \$60 to \$40M USD in 2 years).
- Implemented inventory techniques that reduced finished goods inventories from 9 to 2 weeks. Focused on a more flexible, less expensive semi-finished inventory.
- Increased US raw materials turns from 1 to 12, and Tool Crib and Raw Materials Service from 96% to 99.8%.
- Implemented Lean initiative in process flow. Headcount reduction by 40%, with improved productivity of 45% for shipments of 3.2 B pcs / month.
- Implementation of cross-docking technique for Finished products with 60% reduction on packing time.
- Participated in the successful transfer of Military & Medical products from another location to Saltillo, Coahuila.

**Achievements:**

- Improved delivery from 67% to 96% during last fiscal year.
- Maintain Service of 99.9% on tool crib, raw materials items with target to reduce from \$23 to \$17 M USD in inventory for current fiscal year.
- Achieve goal in USD and pcs for every fiscal quarter for this business unit according to goals set by Central Planning and Sales.
- Supported production to achieve manufacturing margin every month.
- Developed key people in my dept. to grow with the business.
- Maintained parameters for Oracle ERP system.
- Complied with Sarbanes Oxley regulations for warehousing and inventory accuracy.

**Kali Superior Manufacturing**, Monterrey, Nuevo Leon  
**05/2002****11/1997 –**

Manufacturer of wood furniture. Headcount: 280; subordinates: 2.

**Inventory Control Supervisor**

- Responsible for the Production Control, Purchasing and Customs Departments.

- Major responsibilities include the on-time shipments to our customers in USA, along with the daily receiving schedule from our Sister plant in St. Louis, and the inventory control of the warehouse in El Paso TX.
- Performed daily cycle counts and maintain the inventory accuracy in the upper 98%.

**Achievements:**

- Implemented a Tool Crib system in order to control spending on the MRO materials.
- Maintained the inventory accuracy in a 99.8 % through a daily A,B,B, cycle count system in all warehouses.
- Reduced the amount of space in the Brownsville warehouse from 10,000 square feet to 4,000 feet through a closer release control system.
- Reduced the transportation cost between Brownsville and Saltillo by 40%.
- Reduce the scrap disposal cost by 40%.

**EDUCATION**

**BA in Business Administration, 1997**

Instituto Tecnológico de Saltillo

**ADDITIONAL TRAINING**

- **CPIM Certification, 2008 - APICS Saltillo**
- Problem Solving – Kepner Tregoe Saltillo (1998)
- Customs update in 2003, QS9000
- Synchronized Manufacturing
- How To Delegate
- Positive Leadership
- Process Time Reduction
- Dale Carnegie Human Relations and leadership

**OTHER**

- ERP Systems: Oracle 11i and SAP.
- Bilingual: 100% fluent in Spanish, 95% fluent in English