ALEJANDRO SANDOVAL

SENIOR ASSOCIATE CONSULTANT

PERSONAL STATEMENT

An emerging leader with 8+ years of experience in the transportation, distribution, and change management creating analytical tools, process improvements and facilitating cross functional collaboration.

CONTACT

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EDUCATION

Northwestern University
MSC, Expected graduation August 2020

Harvard Business School Online
Business Analytics Certificate, 2020

Lafayette College
BA - Psychology
May 2010

SKILLS

- Passion for learning, focusing on relationships, and confidence have been the keys to my consistent success.
- Has led to maximization of capital, increased productivity and greater efficiency within organizations.

WORK EXPERIENCE

GEP Worldwide - Senior Associate Consultant
JAN 2020 - PRESENT

- ·Part of a global team working to improve departmental behaviors and processes leading to cost reductions and reinvestment of capital to fuel business growth.
- Developed and led initiatives that reduced total spend in the categories of capital, logistics, MRO and utilities by 5%.

Dewolff Boberg & Associates - Consultant
FEB 2019 - SEP 2019

- Responsible for coaching and development of client operations managers in the Sales, and Procurement
- Facilitated cross cultural collaboration between UK based, France based sales teams and UK based Procurement
- Increased productivity in the procurement department by 13% (Buy orders processed per day)
- Done by rigorous analysis of client site data and client coaching

UTC Partners - Implementation Consultant
JAN 2018 - JAN 2019

- Analyzed current processes and in collaboration with client process owners, and individual contributors developed strategy to grow the client's business.
- Developed internal communication strategy to steam line processes and facilitate alignment and synergy.
- Lead to a 40% increase in communication between departments and greater organizational awareness by senior management.

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TECHNICAL SKILLS

- Yellowsheet
- Brio
- Oracle
- Microsoft Office Products
- Distribution Performance Management
- Warehouse Management Software
- SPSS

PROFESSIONAL CERTIFICATION

- Conductor
- Remote Control Locomotive Operator
- Transportation Worker Identification Operator

WORK EXPERIENCE CONT.

Target Corporation - Inbound Ops Manager
MAY 2017 - NOV 2017

- Lead a team of employees that processed up to fifty-thousand cartons per day by fostering a culture of productivity, accountability, and teamwork.
- Part of continuous improvement process team that increased efficiency and productivity of various processes in the FDC.
- Productivity increased from 15 Pallets per hour to 25 pallets per hour per team per shift during tenure.

Norfolk Southern Railroad - Lead Trainmaster
OCT 2014 - APR 2017

- Fostered a goal-oriented team environment which helped lead to increased terminal performance.
- Demonstrated adaptability, and critical thinking, in effectively responding to a 50% increase in rail car volume,while maintaining high performance.
- Responsible for maintaining twenty-three-million-dollar operating budget.
- On time departure averaged 96%, Car connections averaged above 90% and productivity exceeded 100% during tenure.

Norfolk Southern - Various Roles
AUG 2011 - OCT 2014

- Increased fluidity and efficiency of train operations through analysis of performance metrics and working with senior management.
- Developed relationships and negotiated terms of service with new customers facilitating timely and efficient movement of rail cars.
- Completed rigorous entry level training program with excellence.
- Exceeded expectations by managing railroad operations without oversight within 6 months of hire.
- Created training manuals for entry level employees for multiple terminals and customer sites on the Illinois Division.