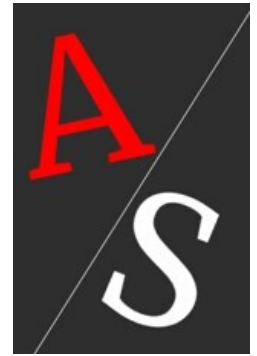




# ALEJANDRO SANDOVAL

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

## PERSONAL BIO

I, Alejandro (Alex) Sandoval is driven to make things happen. Through efficient problem solving, teamwork, communication, integrity, resourcefulness, and grit. I work with teams to turn great ideas into operational reality. From my experiences, I developed a passion for implementation and innovation. As well as an understanding that overall strategic objectives should be met with actionable, measurable, and efficient processes.

I developed this perspective while working on the railroad. I worked my way up through Norfolk Southern and across the country before leading one of the busiest rail terminals on the east coast. My efforts led to increased volumes, increased efficiency, lower cost, and overall greater performance. Through these experiences, I developed the belief that if a leader demonstrates the right behaviors and holds people accountable, great results tend to follow. These and other principles are what drove my team's success.

## A CAREER CHANGING ORGANIZATIONS

### GEP Worldwide

- Evaluating suppliers and delivering major value
- Who knew organizations buy so much to make so much
- Understanding how to get the stuff organizations need so that they can get back to product development and launches
- I have worked with banks, factories, tech firms, and everything else

### Dewolff Boberg & Associates - Consultant

- Working overseas with an organization to improve their ability to deliver to customers and grow sales.
- Different languages, different culture, different way to do business.

### UTC Partners - Implementation Consultant

- Who knew that that buying and selling semi conductors and other computer parts was so complicated.
- Or so profitable

### Norfolk Southern Railroad - Trainmaster/ Field Operations Manager

- Running a railroad
- Troubleshooting, leading, analyzing, crunching numbers, breaking and entering, and plumbing
- lean management and six sigma projects
- Holding people accountable and employee development