



Iago Trillo Ojea

Global Supply Chain Director (Fersa Bearings)

Operations | End-to-End Supply Chain
Plant Management | Digital Transformation

CONTACT INFORMATION:

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Executive Profile & Portfolio:

www.iagotrillo.com

Global Supply Chain & Operations executive with 10+ years in manufacturing, combining global functional leadership, plant P&L responsibility and digital transformation. Proven track record in working-capital optimization, operational performance and international transformation across Europe, Asia and the Americas.

COMPETENCIES

Supply Chain Transformation · S&OP · Inventory & Working Capital · P&L Management

Global Operations · Digital Transformation · Change Management

Cross-functional Leadership · Process Optimization · Stakeholder Management

Global Supply Chain & Operations Leadership – Fersa Bearings | Oct 2022 - Present

- **Global Supply Chain Director** | Feb 2026 - Present

- **Global Supply Chain Deputy Director** | Oct 2022 – Feb 2026

Additional responsibility: Supply Chain & Operations Digital Transformation | Jan 2025 – Present

- Lead the Group's global Supply Chain function across Europe, Asia and the Americas, covering planning, inventory, logistics and service, with an organization of **150+ people** across global and local teams.
- Designed and deployed the Group's **global Supply Chain strategy & operating model**, including **S&OP**, demand and supply planning, **inventory governance** and cross-regional material flows.
- Supported **~43% revenue growth** (€140M → €200M) while reducing **stock coverage from ~175 to ~135 days**, **avoiding ~€21M in additional inventory** versus maintaining the previous stock-to-sales ratio.
- Lead the Operations & Supply Chain **digital transformation roadmap**, integrating ERP, MOM/MES, APS, WMS, BI, advanced analytics and automation to improve visibility, decision-making and operational performance.
- Directed Supply Chain and Operations **Microsoft Dynamics 365 (D365)** across **6 subsidiaries**, as well as the integration of Siemens Opcenter MES/APS and Blue Yonder WMS in Spain.
- Built global analytics and decision-support capabilities across inventory, S&OP, logistics, service and operations, including the end-to-end development of a **Supply Chain digital twin and a custom-built, extensible web platform** for integrated Supply Chain & Operations management.
- Led **cross-functional and multicultural transformation** programs involving Operations, Sales, Purchasing, Finance, IT and local Supply Chain teams.
- Defined Supply Chain & Operations budgets and monitored financial performance across **costs, cash flow and key P&L drivers**.

- **Plant Director (India) – Fersa Bearings** | Jan 2024 – Sep 2024

Concurrent international assignment while retaining global Supply Chain responsibilities

- Held **full P&L and operational responsibility** for the Lodhika manufacturing site, leading an organization of approximately **100 employees** across Operations, Supply Chain, Quality, IT, HR and support functions.
- Delivered sales at **129% of budget** and increased **EBT by 30%**, achieving record profitability during the assignment.
- Increased operational **efficiency by 13%** through organizational redesign, production and Supply Chain improvements and stronger operational governance.
- Reorganized leadership structures, shifts, planning, logistics and quality processes while developing local managers to **ensure sustainable performance** after the assignment.
- Led deployment of a new MES, BI capabilities and operational automation, strengthening real-time control and data-driven decision-making.
- Drove **cultural and organizational transformation** and aligned the plant with the Group's global operating model.

Zaragoza Plant Executive Roles – Fersa Bearings | Mar 2019 – Sep 2022

- **Zaragoza Plant Planning and Logistics Manager** | Oct 2021 – Sep 2022
 - Led Planning & Logistics during **16% annual business growth (€55M → €64M)**, managing a team of **~60 people** while ensuring capacity and service reliability.
 - Designed and led the **Zaragoza Industrial Park strategic capacity project**.
- **Zaragoza Plant Planning Director** | Jan 2020 – Sep 2021
 - Led all Zaragoza production planning throughout **COVID**, maintaining service while business revenue grew **41% (€39M → €55M)**.
 - Led a team of **~30 people** and the Supply Chain scope of the **US D365 deployment**.
- **Supply Chain Information Processes Manager** | Mar 2019 – Dec 2019
 - Led Supply Chain processes for the **Spain D365 implementation**, delivered a **€1M reduction in slow-moving inventory** and managed Planning & Logistics for customization operations (**~20 people**).

Earlier Roles | Sep 2015 – Feb 2019

- **Logistics Engineer and Customization Lines Manager - Fersa Bearings** | Jun 2017 – Feb 2019
 - Improved **productivity by 24%** and **output by 35%**; **designed intralogistics for the new B2Z warehouse**.
- **Supply Chain Engineer - HMY Yudigar / Bloquotech** | Feb 2017 – Jun 2017
 - Led Supply Chain execution for the **opening and refurbishment of 35 Mercadona stores**.
- **Process Engineer - Bombardier Aerospace (United Kingdom)** | Sep 2015 – Jul 2016
 - Developed robotic automation delivering a **12x productivity** improvement.

DIGITAL & TECHNOLOGY

- **Business platforms:** Microsoft Dynamics 365, SAP, Navision, Salesforce
- **Operations systems:** Siemens OpCenter MES/APS, WMS BlueYonder
- **Databases & Programming:** SQL Server, Vertica, Postgres, Visual Basic, Python
- **Software development:** Docker, GitHub, Bitbucket, VSC, Render, Django, FastAPI, Kubernetes
- **BI & Analytics:** Power BI, QlikView/QlikSense, Office (macros), Matlab
- **Simulation & Design:** Catia Delmia V5. SolidWorks. Arena. Cvx

LANGUAGES

- **Spanish and Galician:** Native • **English:** Professional fluency (international experience: UK & India)
- **Portuguese:** Intermediate • **French:** Basic

EDUCATION

- **Global Executive MBA - EAE Business School (Madrid · Shanghai · New York)** | Sep 2018 – Sep 2019
 - *Specialization in Leadership and Organizational Behaviour*
- **Master in Operations and Logistics – University of Zaragoza (Spain)** | Sep 2016 – Sep 2017
- **Postgraduate in Advanced Aerospace Engineering – Queen's Univ. Belfast (UK)** | Sep 2015– Jul 2016
- **MSc in Industrial Engineering – University of Vigo (Spain)** | Sep 2008 – Jun 2015
 - *Specialization in Industrial Management*
- **Additional training:** Leadership & Communication · Conflict Management · Agile IT Project Management (Scrum) · Database Administration & Development · Big Data & Hadoop