

IAGO TRILLO OJEA

EXECUTIVE PRESENTATION

Iago Trillo Ojea

Global Supply Chain Director

Supply Chain | Operations & P&L | Leadership
| Digital Transformation

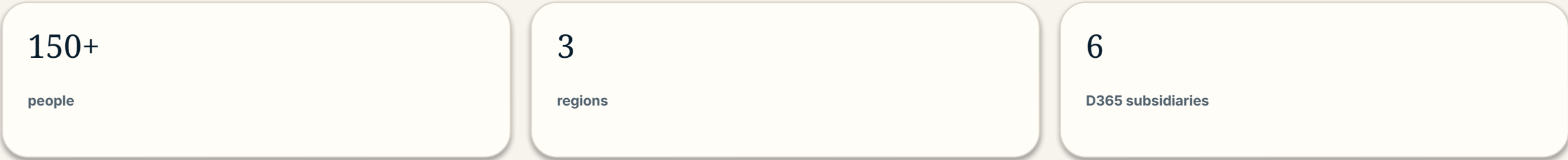
Europe | Asia | Americas

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Global responsibility with operating depth.

Global Supply Chain: planning, inventory, logistics and service.
Additional responsibility: Supply Chain & Operations Digital Transformation.
Cross-functional work with Operations, Sales, Purchasing, Finance, IT and local teams.



From process engineering to global leadership and plant P&L.

Engineering → Supply Chain execution → planning/logistics → information processes → global operating model → plant leadership.

International stages in the UK and India, with current responsibilities across Europe, Asia and the Americas.

2015

industrial start

2024

Plant Director India

2026

Global Supply Chain Director

A common operating model for an international network.

Decision ownership and cadence.

Integrated demand, supply and capacity.

Inventory governance connected to service and cash.

Cross-regional flows, KPIs and exception escalation.

~EUR140M -> ~EUR200M

business scale

150+

people

Europe | Asia | Americas

network

Reduce coverage without using service as the balancing variable.

Segment by behaviour and criticality.

Adjust buffers to risk.

Review MOQ/MRP parameters that create structural stock.

Redistribute before buying/producing again.

Surface obsolescence early.

~175 -> ~135

days

>20%

coverage reduction

Full plant responsibility in an international assignment.

P&L, Operations, Supply Chain, Quality, IT, HR and local leadership.

Organization, shifts, planning, logistics and quality managed as one operating system.

MES, BI and automation used to improve visibility and control.

129%

sales vs budget

+30%

EBT

+13%

efficiency

Design capacity before growth becomes the bottleneck.

Zaragoza Industrial Park: scenarios, capacity, layout, flows and phased investment.

COVID planning: frequent replanning, MRP/MPS discipline, capacity and selective contingency.

Logistics depth: intralogistics, warehousing, transport and service reliability.

+41%

Zaragoza growth context

~60

planning/logistics team at peak stage

Business decision first. Technology second.

Decision → process/governance → ERP → execution/planning → data → last-mile automation.

D365, Siemens Opcenter MES/APS, Blue Yonder WMS, BI, analytics, digital twin and specific web tools.

6

D365 subsidiaries

ERP + MES/APS + WMS

connected stack

Clarity, trust and autonomy across cultures.

Direct leadership: India plant, Zaragoza planning/logistics, global/local Supply Chain.

Cross-functional leadership: ERP, inventory, S&OP, capacity and digital transformation.

Principle: develop managers so the system becomes less dependent on the leader.

UK

engineering

India

plant P&L

3 regions

global scope

Executive development on top of an industrial engineering base.

Global Executive MBA | EAE.

Master in Operations & Logistics | University of Zaragoza.

Advanced Aerospace Engineering | Queen's University Belfast.

MSc Industrial Engineering | University of Vigo.

Applied learning: Power BI, SQL, Python, AI, databases and web solutions.

10+

years industry

4

major academic stages

Operating leadership with the ability to reach the final digital layer.

Strongest fit: Global Supply Chain, Operations/Plant leadership, Business Transformation and Supply Chain & Operations Digital Transformation.

Differentiator: connect strategy, operating mechanisms, people, enterprise systems, data and targeted automation.

CV

screening

Dossier

depth

Cases

proof