

Marie Sol Serrano Ruiz

PERSONAL INFORMATION

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SUMMARY OF PROFESSIONAL QUALIFICATIONS

- ✓ Chemical Engineer, graduate of Universidad Del Valle de Guatemala, Master in Business Administration with a minor in Finance from Universidad Francisco Marroquín, Guatemala. specialist in Logistics and Planning
- ✓ Experience developed in Supply Chain, Logistic, planning and personnel management. Career aimed at maximizing results and Optimizing supply Chain.
- ✓ Experience in Supply Chain Optimization, Negotiation, Training and process improvement
- ✓ Experience in staff management, focusing on results with a trained and motivated team positively impacting the financial results.
- ✓ Solid motivation for the leadership of multidisciplinary groups, focusing on solving internal and external issues involving Logistics, different departments, suppliers and customers.
- ✓ Great knowledge of the development of Supply Chain and planning Process.
- ✓ Experience in Management of Supply Chain in different regions including Latin America, United States and Global developed in the different roles in Colgate
- ✓ Skill in the Development of Global Transportation strategy and Global center of Excellence developing training and standard global Processes.

ACADEMIC BACKGROUND

Bachelor's in Chemical Engineer
Universidad Del Valle de Guatemala

May 2003

Master of Business Administration
Universidad Francisco Marroquín

Mach 2013

PROFESSIONAL EXPERIENCE

Colgate Palmolive
New Jersey, United States

April 2019 to present

Global Logistics Excellence Manager

Job Summary:

Responsible for developing and executing a standard global program to strengthen the performance of our end-to-end logistics network [freight and warehousing] around the world.

The role is responsible for crafting the program of performance and reliability metrics, end to end logistic processes, tools & capabilities that will lead to best-in class logistics operation.

Main Responsibilities:

- Craft a comprehensive program to improve performance and orchestration of all logistics (Freight, cross dock, warehousing, operations)
- Serve as subject matter authority in logistics performance standards
- Governs the performance and reliability metrics in logistics across the world, supports the root cause analysis for gaps and guides the improvement
- Facilitate knowledge transfer through guiding and coaching.
- Be responsible for the performance of any globally led freight networks (ie Ocean)
- Lead regular network meetings to understand and provide support to close gaps and share best practices
- Communicate progress and provide insights to Global Demand and Division E2E Leadership.
- Stay abreast of the latest technologies & techniques to strengthen logistics performance & reliability
- Own the development of next generation global initiatives, updating standards and rolling out communication
- Craft a comprehensive program to improve performance.

Major accomplishments:

- On a 4 months period we have been able to develop the Warehousing and transportation continuous improvement standard and test it in three different process in different regions

Global Transportation Manager

Job Summary:

Leader of the global Center of Excellence for transportation provides leadership, best practices, research, support and training for transportation globally.

Works with all divisions to understand best practices and facilitate a fast and smooth replication.

Maximize leverage and synergies between regions and develop standard ways of working in collaboration with other global functions.

Main Responsibilities:

- The Global Transportation it is responsible for developing and implementing strategies and processes to ensure the operational effectiveness of global transportation providers who deliver Colgate products across the globe. Specifically, the Global Transportation function is responsible for ensuring Colgate products, such as Oral Care, Home Care, and Personal Care products, are effectively moved through the supply chain and timely delivered to customers. This role manages the Global Ocean Freight Procurement, negotiations and Strategy, responsible for a Budget of 200 Million USD. Manages as well the global relationship related to Ocean Freight
- Works with other global functions to develop the transportation strategy and process.
- Voices the operational requirements, and develops standard processes, working with systems integration to implement the systems strategy making sure all requirements are covered.
- Works directly with indirect procurement in building the relationship of the Global Strategic suppliers of Transportation by the Supplier Relationship Management program.
- Develops the global strategy for Ocean Freight. Works with Indirect procurement and the divisions to leverage global volume and manage a global negotiation

- Collaborates with Legal Teams and Logistics Procurement to develop standard contract terms and conditions.
- Monitors global communications regarding risks and potential service disruptions. Recommend contingency sourcing options and implement if necessary.
- Participates in regional and Global Network design projects as required.
- Recommends and implements Global Transportation and Logistics Key Performance Indicators
- Conducts regional and global service and costs benchmarking.

Major accomplishments:

- During the Pandemic the Global supply chain has been disrupted. As transportation manager supported the teams on the ground and worked very closely with the suppliers to deliver Colgate products. Worked around the uncertainty and challenges, finding alternate routes, suppliers and ways of managing our supply chains. Empowered the teams in the grounds to make their own decisions, giving training and tools to manage uncertainty, we have experimented, with new technologies and with new ways of moving product.
- Developed the Colgate Global Logistics Learning Program
- Managed the Global Ocean Freight Procurement process; worked with Colgate 5 Division to understand all requirements, and worked with 17 suppliers achieving 6MUSD in annual savings in 2021. In the current dynamic environment we react to all changing conditions, making sure to prioritize service keeping cost control.

**Colgate Palmolive US Company
New York, United States**

May 2016 to April 2019

Category Demand Planner –Personal Care

Main Responsibilities:

- Manage the Demand Plan Operations and serve as a Supply Chain Volume Expert for the product category. Her responsibilities included analyzing the Collaborative Planning, Forecasting and Replenishment (CPFR) account plans, and providing analysis/commercial insight to the Colgate Business Planning (CBP) monthly discipline process. To this end, she assisted in synchronizing demand and supply for product category and facilitated launch agreements including fast track processes.
- Responsible of the Demand Plan for Personal Care, CBP Monthly Process (Volume Alignment).
- Subject Matter Expert for Demand Sensing

Major accomplishments:

- Achieve and improve Demand Plan Accuracy from 85 to 95 by establishing the statistical planning process for baseline demand and working with the commercial team in the promotion and new launches planning. Working in a multidisciplinary team including Stat planner, Commercial team, Marketing, and CPFRs.

Colgate Palmolive Central America

October 2008 to April 2016

Supply Network Planning and Inventory Management Manager

Main Responsibilities:

- She was responsible for the Supply Network Planning and Inventory Optimization for Central America working in collaboration with the Colgate-Palmolive Demand, Planning, Customer Service and other departments. Ms. Serrano Ruiz was in charge of the inventory strategy for Central America supporting customer demand and targeting service levels. She managed the supply planning for Central America including exports and imports. To this end, she had direct supervision over five (5) professional employees, including one (1) Supply Network Planning (SNP) Analyst for Guatemala, Dominican Republic and Exports, one (1) SNP Analyst for Costa Rica and Nicaragua, one (1) SNP Analyst for El Salvador and Panama, one (1) Inventory Analyst SNP for Honduras, and one (1) Special Packs Coordinator. She delegated professional work assignments to these employees and monitors their work in progress. She also possessed the authority to make or recommend personnel actions with respect to their employment, including the authority to hire and terminate, promote, increase pay, authorize leave, and require training. In charge of a team of 5 analyst working in collaboration with Demand
- Planning, Customer Service and other areas of the company to achieve the Required level of service and Inventory

Major Accomplishments:

- Achieving a 10 day reduction in Inventory, and an improvement in service from 91 to 98 points.

PROFESSIONAL LICENSES AND MEMBERSHIPS

- **Guatemalan Chemical Engineering Association (Professional License)** **Member Since: January 2022**
- **Association of Supply Chain Management** **Member since: January 2022**
- **Society of Women Engineers** **Member since: March 2022**

PROFESSIONAL AWARDS

- **Global Customer Service Vice President Award** **April 2008**
Dedication to Customer Satisfaction turnaround on Solel Boneh
- **Special Stock Option Award 2012** **September 2012**
Awarded by the Board of Directors of Colgate, for Exemplary individual who demonstrate Colgate Spirit of Excellence.
- **Chairman you Can Make a Difference Award** **November 2013**
Outstanding Innovation and contribution for the project Network Optimization
- **Special Stock Option Award 2021** **February 2021**
Awarded by the Board of Directors of Colgate, for Exemplary individual who have made significant Contributions.

Additional Courses and Certifications

- Ample curriculum of courses and Certifications In supply Chain, Demand Planning, Leadership, Logistics, Project Management:
Attached a summarized List:

Date of Completion	Course
7/14/2022	Global Anti-Bribery: The Power of Perspective (e)
7/14/2022	Data Privacy & Protection: Managing the Risks (e)
6/14/2022	Lead Your Change Journey - Guides (VILT)
5/9/2022	Analytics Assessment Completion
11/16/2021	Digital Culture (e)
11/16/2021	Digital Imperative (e)
11/15/2021	Unconscious Bias & Active Allyship
5/27/2021	Digital & Analytics Acceleration - E2E GSC Leaders
8/17/2020	Ariba Contracts
8/17/2020	2020/2021 Global Anti-Bribery: Recognizing the Risks (e)
8/13/2020	2020/2021 Data Privacy: Protecting Personal Information (e)
1/31/2020	Leading in a Diverse Workplace: What U.S HR and People Managers Need To Know
1/7/2020	Driving Quality Excellence (DQE) for Warehouses (e)
8/19/2019	Implementing Commercial Practices with Excellence (ICPE) (e)
8/12/2019	Transportation Management (TM9) - Planning Optimization (e)
8/12/2019	Learning Activity - TM9 Introduction (e)
8/12/2019	Transportation Management (TM9) - Introduction (e)
7/5/2019	Trade Compliance (e)
10/24/2018	Business Presentation Skills
8/13/2018	2018 / 2019 Data Privacy (e)
8/3/2018	Core Selling Skills (CSS)
9/18/2017	Personal Leadership in a Diverse Workplace: What U.S. Colgate People Need to Know (e)
9/15/2017	Implementing Commercial Practices with Excellence (ICPE) Competition Law (e)
8/7/2017	Giving the World Reasons to Smile: Colgate's 2015 to 2020 Sustainability Strategy (e)
6/12/2017	End-to-End Enablement
6/12/2017	Blue Monster – Demand Planning (e)
6/12/2017	Blue Monster – Scenario Introduction (e)
6/12/2017	Build a Tower, Build a Team: Encouraging Collaboration Across the Supply Chain (e)
5/31/2017	Ethical Leadership Global Launch Profiler for ICPE Competition Law
5/31/2017	Ethical Leadership Global Launch Profiler for PLIDW (e)
5/17/2017	End-to-End Enablement (TTT)
3/8/2017	North America Customer Management 101 (NA CM 101)

1/25/2017	Project Management Workshop
1/22/2017	Project Management Fundamentals Executing through Closing (e)
1/22/2017	Project Management Fundamentals Initiation and Planning (e)
1/19/2017	Project Management Fundamentals (e)
2/19/2015	Implementing Commercial Practices with Excellence (ICPE) Profiler for Workshop
10/8/2014	Effective Meetings
6/27/2014	SCP-202: APO Master Data Overview (e)
6/26/2014	SCP-106: ECC Reporting Navigation (e)
6/17/2014	SCP-105: Material Requirements Planning (e)
6/11/2014	SCP 104: Purchasing and Inventory Management (e)
6/6/2014	SCP-102: ECC Supply Chain Master Data Overview (e)
6/5/2014	DELIVERY QUALITY EXCELLENCE
3/31/2014	SCP-205: Production Planning and Detailed Scheduling Overview (e)
3/30/2014	SCP-204: Supply Network Planning Overview (e)