

## Contact

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## Top Skills

SAP R/3

Power BI

Forecast Pro

SAP APO

Lenguaje DAX/M

## Languages

Inglés (Full Professional)

Español (Native or Bilingual)

## Certifications

DDC 8/6

B1/B2 en el Marco Común Europeo  
en el idioma inglés

Baseball5 for Coaches

Executive Coaching

Supply Chain Academy Module 2

# Miguel Galindo

Jefe de planificación en Alimentos B&B

Guatemala area

Actualmenteuento con más de 15 de experiencia en el área Financiera, responsable de la gestion y desarrollo de costos de fabricación, gestion completa de P&L's, flujos de efectvo, presupuesto completo de gastos de operación e inversión, análisis financiero estrategico, planificación de materia prima, empaque y producto terminado, responsable de sitios de fabricación de alimentos-bebidas, alimentos balanceados, servicios informaticos (BPO's) y agroquímicos.

He aportado mejoras en procesos, rotación de inventarios, costos y gastos, utilizando herramientas como 4DX, Lean Manufacturing, Inteligencia de negocios y Six Sigma, alcance de metas de negocio estratéticas. También experiencia utilizando herramientas de transformación de datos, como desarrollador de sistemas y soluciones, mandos de control y scorecards.

## Experience

Productos Alimenticios Centroamericanos, S.A

Demand Planner

February 2020 - Present (5 months)

Guatemala

Sales Forecast and Demand Planner

Sales Budget Management

Grupo PAF

Jefe administrativo molino Areca Sur

August 2018 - February 2020 (1 year 7 months)

Balance Food Production Site Management

Cost Development and Management

General Ledger Leader

Parts Warehouse Management

Fertilize Site Management

Meal Site Management

OPEX/CAPEX Budget Management

HASSP Team Member

Safe & Security Team Member

Atos

Senior Financial Analyst & Site Controller

August 2014 - July 2018 (4 years)

Responsible for a variety of functions such as budgeting, forecasting and financial analysis, CAPEX viability (analysis of return on investment, net present value, lease/purchase, pay back).

May perform one or more of the following duties: Prepares financial and business related analyses and research in areas such as financial and expense performance, rate of return, depreciation, working capital and investments.

Analyzes, prepares and summarizes recommendations for financial plans, acquisition activity, financial trends and operating forecasts.

Performs financial forecasting, variance analysis of actual vs. forecast and reconciliation of internal accounts.

Creates and analyzes monthly, quarterly and annual reports and ensures financial information has been recorded accurately. Performs analyses and assists in recommendations on various treasury activities such as internal investment activity, external investments, banking relationships, cash management and investor relations.

Monitors and analyzes company cash position to cover cash commitments and cash forecasting.

Prepares materials for external security analysts, conducts lease versus buy analyses and monitors company's cost of capital.

Prepare, review and present financials (including base case analysis and pricing) for new business prospects.

Bayer CropScience

7 years 4 months

**Product Supply Site Controller**  
March 2012 - February 2014 (2 years)

- Coordination and steering of budget and forecast processes (site costs, calculation of standard costs, P&L production), as well as analysis and presentation of the figures; Coordination with Site Planning and Master Data
- Analysis of actual figures and deviation versus target, if necessary take action to reach targets, e.g. product costs, site costs, idle costs, utilization
- Act as key contact in all financial matters towards Site Management, BPA and PS Latam
- Reporting / early Warning to Site Manager, Regional PS Controlling
- Definition and supervision of introduction of new methods, systems and guidelines in the area of production controlling and product costing
- Financial preparation of global, regional, local projects

**Head of Organization and Information Services Central America and The Caribbean**  
July 2011 - March 2012 (9 months)

- Perform Incident Management and ensure that the incidents are solved timely related with Supply Chain.
- Coordinate software enhancements / improvements to ensure functional availability and stability for the CA+C and Global Business IT Systems (non SAP applications).
- Manage CA+C Key User community to ensure the most effective and efficient usage of CA+C and Global Business Systems (SAP R/3, BW, APO, etc.) within the business.
- Cooperate actively with BCS Key Business System projects to ensure knowledge transfer to second level support for Bay4s systems.
- Assist the Head of Supply Chain CA+C and O&I CA+C to negotiate and manage system support service from internal and external providers in case of additional support requirements.
- Monitor Key Performance Indicators to ensure a defined support and information quality.
- Ensure that "problem management" and "change management process" are performed according to corporate directives and compliance rules and guarantee that related controls are passed.
- Business Warehouse key (B53) user for BCS CA+C

**Business Relationship Manager**  
May 2009 - July 2011 (2 years 3 months)

- Perform Incident Management and ensure that the incidents are solved timely related with Supply Chain.

- Coordinate software enhancements / improvements to ensure functional availability and stability for the CA+C and Global Business IT Systems (non SAP applications).
- Manage CA+C Key User community to ensure the most effective and efficient usage of CA+C and Global Business Systems (SAP R/3, BW, APO, etc.) within the business.

Cooperate actively with BCS Key Business System projects to ensure knowledge transfer to second level support for Bay4s systems.

- Assist the Head of Supply Chain CA+C and O&I CA+C to negotiate and manage system support service from internal and external providers in case of additional support requirements.
- Monitor Key Performance Indicators to ensure a defined support and information quality.
- Ensure that “problem management” and “change management process” are performed according to corporate directives and compliance rules and guarantee that related controls are passed.
- Business Warehouse key (B53) user for BCS CA+C

#### Support for Business Systems CA&C

November 2006 - April 2009 (2 years 6 months)

- Perform Incident Management and ensure that the incidents are solved timely.
- Coordinate software enhancements / developments to ensure functional availability and stability for the CA+C and Global Business IT Systems (Mapics, Baymap, SAP R/3, APO, etc.).
- Manage CA+C Key User community to ensure the most effective and efficient usage of CA+C and Global Business Systems (SAP R/3, APO, etc.) within the business.
- Cooperate actively with BCS Key Business System projects to ensure knowledge transfer to the future system supporters in CA+C.
- Assist the Head of Supply Chain CA+C and O&I CA+C to negotiate and manage system support service from internal and external providers in case of additional support requirements by the business departments.
- Monitor Key Performance Indicators to ensure a defined support and information quality.
- Ensure that “problem management” and “change management process” are performed according to corporate directives and compliance rules and guarantee that related controls are passed.

**Management software teacher**  
January 2003 - September 2009 (6 years 9 months)

- Microsoft office suite
- Web page development
- Freehand management
- Photoshop
- Flash
- Schools ESTEC, FACOM, IDEA, ESCISA, DMA, ESDAP

**Pharmacorp**  
**Manager IT**  
January 2000 - March 2003 (3 years 3 months)  
Guatemala

Systems support and development  
KPI performance management  
Database and network support

**KMI, S.A.**  
**Head of IT**  
March 1998 - January 1999 (11 months)  
Guatemala

- Business Systems Support
- Support infrastructure network
- Management third-party support
- Early report figures CEO and CFO

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## Education

**GAIA Escuela de negocios**  
Master of Business Administration (M.B.A.), Finanzas, general · (2014 - 2015)

**GAIA escuela de negocios**  
Bachelor of Business Administration (B.B.A.), Administración y gestión de empresas, general · (2013 - 2014)

**Universidad Galileo**  
Bachelor management information systems, Information Technology · (2003 - 2008)

**Universidad Rafael Landívar**

Bachelor's degree, Ingenieria Quimica Industrial · (1998 - 2002)

Instituto Suger Montano

Bachiller en computacion, Information Systems · (1994 - 1996)