



## Ivan F Rodriguez

### Senior Leader Executive | Global Operations

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### Professional Summary

Innovative senior executive with a proven track record of transforming and scaling global enterprises in high-impact industries, including Electronic Manufacturing Services, Automotive, Medical, and Telecom. Recognized for deploying **Global Business Services (GBS)** frameworks to streamline operations, enhance scalability, and unlock significant cost efficiencies, driving sustained Revenue and EBITDA growth.

#### Key Achievements:

- Directed GBS implementation initiatives that reduced operational overhead by 20% while improving global process standardization and service quality.
- Delivered 2X EBITDA growth and a 4X improvement in delivery performance across key portfolio companies.
- Spearheaded multi-million-dollar free cash flow generation through advanced inventory optimization and procurement excellence strategies.
- Increased market share by 30% in competitive product lines through strategic positioning and operational enhancements.
- Successfully aligned multi-site global operations using SIOP frameworks, Lean, and Six Sigma methodologies, achieving superior fulfillment and supply chain performance.

Ivan brings extensive international experience in managing complex operations across the Americas, Europe, and Asia, with expertise in aligning technology and innovation to meet rapidly evolving industrial needs. His hands-on approach to transformation and ability to integrate GBS frameworks ensures sustainable growth, equity value maximization, and future-proofed operational strategies.

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### Professional Experience

### **Chief Transformation Officer (CTO)**

**AIP (American Industrial Partners)** | Orlando, United States | 11/17/2023 – Present

American Industrial Partners is a leading private equity firm specializing in operationally intensive, middle-market industrial businesses, including portfolio companies such as Current Lighting and Boart Longyear.

- Led transformation acceleration, reporting directly to the President and CEO with regular interaction with the Board.
- Directed strategic planning, Sales, Inventory, and Operations Plan [SIOP], Inventory Optimization, Strategic Sourcing, Change Management, and process improvement initiatives across the organization leveraging Lean and Six Sigma principles.
- Delivered exceptional results including:
  - Multi-million-dollar free cash flow generation through a 25% reduction in inventory and a 20% increase in Days Payable Outstanding (DPO).
  - Doubled EBITDA performance.
  - Quadrupled delivery performance metrics across the portfolio.

### **Executive Vice President Americas & Asia Appliance**

**Robertshaw** | American Global Engineering Leader in the White Goods Industry | Chicago, United States | 4/2019 – 11/16/22

- Managed P&L of a \$400M business, reporting to the President and CEO.
- Led sales and engineering teams, formulated and implemented Americas Appliance strategy, monitored market trends, managed product portfolio, optimized vitality index, and ensured sound financial management, including cash flow.
- Achieved two-digit sales growth and market share expansion.

### **Vice President and General Manager Safety and Productivity Solutions LATAM**

**Honeywell** | American Multinational Industrial Technology Conglomerate | Bogotá, Colombia | 10/2018 – 3/2019

- Held pivotal positions, developed business plans, optimized productivity, and managed government relations and regulatory interactions.
- Achieved a 25% expansion in shared demand in the safety business and a 50% increase in productivity solutions within three months, representing a sales increase of 1.5X and a gross margin of 2X.

### **Chief Executive Officer (CEO)**

**Bundy Refrigeration** | World Leader in the Design, Manufacture, and Supply of Innovative Cooling Systems | Unterschleißheim, Germany | 8/2015 – 9/2018

- Optimized company equity value and led the successful selling of the company.
- Developed business strategies and plans, maintained industry knowledge, and led global operations.

### **Vice President and General Manager Global Manufacturing**

**Brightstar** | Specialized Wireless Distributor and Manufacturer | Tierra del Fuego, AR | 2/2014 – 5/2015

- Full P&L responsibility of a \$1.4b manufacturing campus in Argentina.
- Provided leadership to Brightstar Manufacturing Solutions in the Americas.
- Achieved significant improvements in key performance indicators and introduced Lean and Six Sigma principles.

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### **Education**

- Effective Negotiating | Karras, USA | 2022
- Certified Lean Finance Practitioner | Lean Institute, Europe | 2020
- Certified Black Belt [BB] | Lean Institute, USA | 2019
- Master's in Engineering [MEng] | Universidad Pan-Americana, Guadalajara, MX | 2008
- Master's in Business Administration [MBA] | ITESM College, Guadalajara, MX | 2001
- Bachelor of Science Industrial Engineering [IE] | ITESO College, Guadalajara, MX | 1998

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### **Professional Development & Organizations**

- Training: Kaizen, TQM, Executive Leadership, Professional Negotiation Skills, Purchasing Management, Project Management, Theory of Constraints.
- Organizations: Member of the Society of Industrial Engineers; Member of The Paso del Norte Group, Member of the Alternative Energies Commission Texas, Member of

the Society of Hispanic Professional Engineers, Member of Lean Six Sigma (Houston, TX) since 2009, Member of Institute of Industrial and Systems Engineers IISE (USA).

- Guest speaker at the International Industrial Engineering Forum in Mexico, Panama, Brazil, and Turkey, 2010, 2011, 2015 & 2016 respectively.
- Certified Five Star Advanced Diver by PADI, 2008.

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### **Additional Information**

- Computers: MS Office, AutoCAD, Premium Solver, FLEXSIM (Modeling Software).
- Languages: Spanish (Native), English (Advanced), Portuguese (Advanced), Mandarin (Basic Level).

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### **Contact Information**

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