

Sal Romo

ph: 305 301 6807 eMail: salvador@sthal.net social network: <https://www.linkedin.com/in/salvadorromo/>

Expertise in Mechanical Engineering, Test and Simulation

Expert in engineering, and innovation, specializing in current technologies to enhance operations in highly competitive markets.

Expertise

Highly skilled and experienced leader technology and engineering, with a proven track record in industrial and operations management to achieve business goals. Recognized for implementing strategic plans to enhance business operations in highly technical and global industries.

Operations Management

- Vendor Management, Contract Management, Product Management, Operations, Supply Chain Management, New Business Ventures, Critical Thinker, Analytical methods.

Technical

- Mechanical, Electrical, Industrial Engineering, Sensors, Thermal, Fluids Mechanics, Machine Learning, Mathematical Modeling, Simulation, Business Intelligence.

Professional Experience

STHAL LLC,

Chief Executive Officer & Owner, Jun 2011 - Present

Direct all facets of self-built consultant firm to provide cutting-edge engineering innovations to companies across various industries. Hands-on client engagements on inventory reduction, solar utilities, healthcare risk management, energy production, operations innovation, workflow optimization, modeling & simulation, and business intelligence. Foster positive client experiences through responsive service.

- ◆ Developed cutting-edge research on modeling, simulation, machine learning for wide range of industries. Board Member of the Center for Advanced Supply Chain Management (CASCAM) at the University of Miami.
- ◆ Delivered breakthrough business velocity metric for products entering and exiting country for Ministry of Industry and Trade for Trinidad and Tobago Government.

COMINTER CORP.,

Executive Manager & Partner, Nov 2010 – Jun 2011

Led solution technologies for an energy distribution firm serving small, large, industrial and commercial clients. Oversaw and optimized all aspects of power configuration, turnkey equipment specification and advised on best practices for energy management.

- ◆ Successfully achieved 80% in inventory reduction while supporting \$4.7M in power generation equipment sales for commercial and industrial businesses.

HEWLETT PACKARD CO,

IPG Americas Service & Repairs Director, 2009 – 2010

Led \$10B Consumer Business Warranty Support Repair Operations for Consumer Imaging & Printing Business to enhance supply chain operations and strategic planning. Led and mentored team to ensure top-tier quality assurance and performance aligned with best practices. Developed and launched key business models for re-use and refurbishment of products.

- ◆ Achieved highest service level and best cost per repair and 30% cost savings within 18 months.
- ◆ Developed and implemented key revenue generating streams for technology renovation and improvements on new personnel company wide activities aligned with Green Supply Chain strategies.

Americas Repairs and Recycling Operations Director, 2009 – 2009

- ◆ Captured 70% raw material reduction by launching the first closed loop supply chain operation for recycled ink cartridges.

continued...

IPG LA Supply Chain Operations Director, 2007 – 2009

Promoted to oversee IPG LA supply chain operations during period of rapid organizational growth. Collaborated with cross-functional teams to analyze and improve supply chain processes.

- ◆ Spearheaded innovative supply chain capabilities to boost growth from \$1.6B to \$2.4B in shipments.
- ◆ Developed and launched a Laser Manufacturing operation, resulting in 120% market share growth for printing products in Brazil.
- ◆ Generated \$64M in cost savings and 50% DOI reduction through key inventory optimization projects.
- ◆ Achieved 100% service level despite volatile environment in the Latin American region.

Previous experience includes Supply Chain Development Manager, Worldwide Transportation Development Manager, and Manager in Manufacturing, Distribution, Procurement, R&D Mechanical Engineering at Hewlett Packard Co. Instrumentation and Control Engineer at CEMEX.

Education

PhD., Industrial Engineering,

University of Miami, Coral Gables, FL

MBA, Business & Finance Administration,

ITESM Instituto Tecnológico y de Estudios Superiores de Monterrey,

Bachelor Degree, Electrical & Mechanical Engineering major in Logic Control Systems graduated with honors,

ITESM Instituto Tecnológico y de Estudios Superiores de Monterrey,

Publications

“Order Admission & Optimal Pricing for Regular Jobs & Big Deals at a Service Company”. Paper. IJORIS. 2015

“Order fitting policies for service systems with pricing and inventory”. Dissertation. January 2014.

“Unknown Distribution”. Paper. INFORMS conference at Seattle, Nov 2007.

“Supply Chain Management” contributor book edited by Douglas M. Lambert. Ohio State University. 2004.

“Charting the Mexican Labyrinth. A practical guide to do business in Mexico”. November 1994.

Additional Information

Computer languages: VBA, R, Python, Swift, Modelica, Mathematica, Matlab, Fortran, C++, HTML, CSS, Pearl, Regular Expressions, SQL, SQLite, Access, FileMaker, Neo4J, among others. Firmware, Windows and Mac OS,

Modeling software: System Modeler, Arena, and Dymola. Statistical software: Minitab, JMP, SSPS, Matlab, and Mathematica.

Office software: Word processors, Spreadsheets, and Presentation.

Industrial and Systems methodologies: Statistics, Process Improvement, Lean, Six Sigma, Statistical Process Control, Capability analysis, Quality Engineering, QFD, Biometrics, Kaizen, Design of Experiments.

Statistical Analysis: Machine Learning, Pattern Recognition, Descriptive, inferential statistics, probability theory, predictive modeling, simulation, data sampling, and statistical tests.

Mathematical Modeling and Simulation: Deterministic, stochastic and risk modeling, queuing theory, Sensor package development, Internet of things, Production processes, FEA analysis, Thermal Design, Fluids Mechanics, among others.

Languages: Written and spoken fluency in Spanish. Conversant in Portuguese.

Global Experience: All countries in America and the Caribbean Basin, most of South East Asia, Western Europe.