

# Alam Lule

OPERATIONS TRANSFORMATION ARCHITECT

LATAM EXPERT

Executive transformation leader with 15+ years optimizing operations across US-Mexico-LATAM. Architect of the proprietary M-Flow methodology, deployed across 200+ companies generating \$500K+ in annual savings per transformation. Bilingual (English/Spanish) bridge-builder and developer of next-generation LATAM leaders – simultaneously running three businesses while maintaining operational excellence at every level.

## \$500K+

Annual Savings

Per transformation engagement

## 99.7%

Inventory Accuracy

Achieved from 92% baseline

## 200+

Companies Transformed

Across LATAM via M-Flow

## 500+

Leaders Developed

Across 5 LATAM countries

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# The Three-Business Ecosystem

What sets Alam apart from every other senior operations candidate is the coherent story behind three simultaneously operating ventures – each feeding the next. The laboratory generates real-world methodology. The consultancy scales it. The nonprofit builds the next generation of leaders who will carry it forward. This isn't a side-hustle portfolio; it's a self-reinforcing system of operational excellence at scale.



## 3 Forwarding Inc. — The Laboratory

**15+ years refining cross-border logistics excellence**

- Birthplace of the M-Flow transformation methodology
- US-Mexico trade specialist: customs, import/export, USMCA compliance
- 150+ daily cross-border shipments at 99.2% on-time delivery
- Pioneered first automated customs documentation system in local market



## Medusa Consulting — The Accelerator

**Scaling M-Flow methodology across LATAM (95% renewal rate)**

- M-Flow 4-phase: Scan360 → ChannelFit → TalentLock → ImpactTrack
- Guaranteed +25% productivity improvement in 90 days
- 5 documented case studies across diverse industries
- Services: Executive consulting, 6-hour workshops (\$6.5K), 90-day transformations (\$15K+)



## NEXOLATAM — The Talent Pipeline

**Developing next-generation leaders across 5 LATAM countries**

- 500+ young professionals transformed through 2-day intensive + 6-month mentorship
- \$25K+ donated value per workshop; free for NGOs
- Strategic partnerships with universities throughout LATAM
- Applied operational excellence principles to scale nonprofit infrastructure

✔ **The Flywheel:** Laboratory (3FWD) generates proven methodology → Accelerator (Medusa) deploys it across 200+ companies → Talent Pipeline (NEXO) develops the next generation of leaders who carry it forward. Each business reinforces the others, creating compounding competitive advantage.

# Signature Achievement: 36 Hours → 90 Minutes

When Alam joined Pet King Brands in April 2024, he inherited a chronically underperforming warehouse burdened by 36-hour cycle times, space constraints, and active compliance risks. Within months, he architected a comprehensive operational transformation — leveraging lean methodology, selective automation, and systematic process redesign — that became a case study in what operational excellence truly looks like at the warehouse floor level.

## 97.5% Cycle Time Reduction

Order preparation time slashed from 36 hours to 90 minutes through systematic process mapping, lean implementation, and targeted automation. A transformation that fundamentally changed the operation's competitive position.

## \$500K+ Annual Savings Generated

Achieved through labor efficiency gains, space optimization, and compliance improvements — delivering hard-dollar ROI without capital expenditure. Zero budget consumed on the core transformation itself.

## 35% Capacity Increase — No CapEx

Strategic slotting and vertical utilization added 35% storage capacity, avoiding a \$2M expansion project entirely. Real estate savings delivered through operational intelligence, not construction.

## 99.7% Inventory Accuracy

Elevated from a 92% baseline through Fishbowl-QuickBooks integration and RF scanning implementation. Accuracy at this level eliminates costly write-offs, chargebacks, and customer service failures.

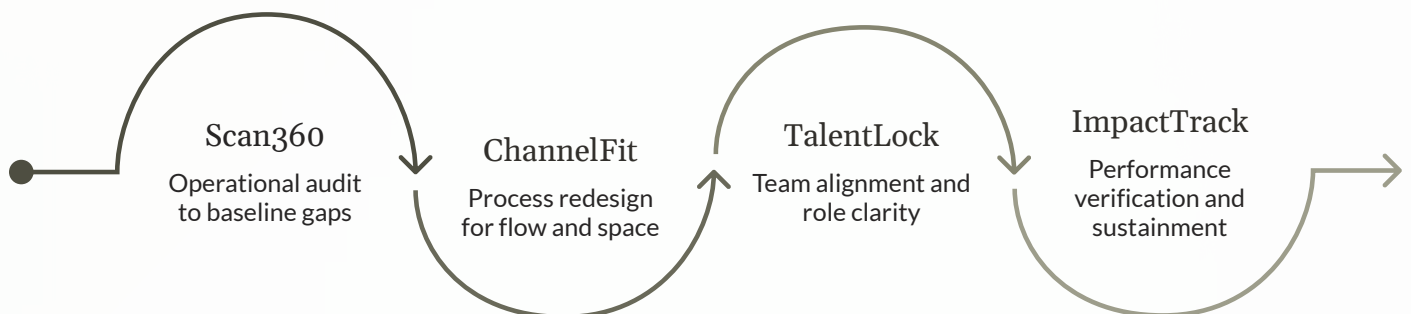
## Zero OSHA Findings

Designed and executed 12 safety programs from scratch, resulting in a clean comprehensive audit. Safety compliance as an operational asset, not a regulatory burden.

## \$900K Mexico Export Program

Designed a Mexico export program with \$900K revenue potential, including HTS classification for 118 SKUs and a full COFEPRIS compliance framework — creating a new revenue stream from existing assets.

Prior to Pet King Brands, Alam delivered comparable results at Zairo Logistics in Laredo — reducing inventory error rates to 0.4% against an industry average of 2.5% (5.6× better than standard), cutting Mexico transit time by 18 hours through carrier optimization, and executing a WMS migration that drove 15% productivity improvement across all operations. The pattern is consistent: every role, every environment, measurable transformation.



The M-Flow methodology — born from 15+ years of real operational experience — ensures every engagement follows a disciplined, repeatable path from diagnosis to verified impact. No guesswork. No theoretical frameworks borrowed from a textbook. Just proven sequence that has delivered results across 200+ companies.

# Core Competencies & Professional Profile

Alam Lule brings a rare combination of deep technical expertise, proven leadership capability, and entrepreneurial execution that most senior operations candidates cannot match. The competency profile below reflects 15+ years of real-world application across manufacturing, logistics, distribution, and cross-border trade – not certifications in isolation, but capabilities proven under operational pressure.

## Competency Framework



### Transformation & Optimization

Lean • Kaizen/5S • Value Stream Mapping • Root Cause Analysis • Cycle Time Reduction • Bottleneck Elimination • SOPs



### Leadership & People Development

Team Building • Performance Coaching • Succession Planning • Change Management • Training & Mentoring • Retention



### Technology & AI Automation

ERP/WMS • n8n/Make/Zapier • Power Automate • ChatGPT/Claude Integration • SQL • SAP/Oracle/NetSuite



### Logistics & Compliance

Cross-Border Operations • HTS Classification • USMCA Compliance • Customs Documentation • 150+ daily shipments

## Why Hiring Managers Choose Alam

### → Proven ROI at Every Scale

\$500K saved, \$2M avoided, +40% revenue growth – every role has measurable financial fingerprints.

### → Systems Architect, Not Just Manager

Built a methodology deployed across 200+ companies – proof of scalable thinking beyond the day-to-day.

### → Bilingual LATAM Advantage

Native Spanish, fluent English, 15+ years Mexico-US ops – a rare combination for LATAM-facing enterprises.

### → Tech-Forward & Future-Ready

AI automation, WMS implementation, dashboard development – actively implementing, not just supervising.

## Education & Credentials

**BS International Business Management** – University of Phoenix (2013)

**BA Communications** – Universidad del Valle de México (1997)

**OSHA 30-Hour General Industry** – 2026

**AI for Business Implementation** – Big School Spain, 2024

**Principles of Project Management** – Microsoft & LinkedIn Learning, 2025

## Target Roles & Availability

Director/VP Operations • Logistics & Supply Chain • Manufacturing • Distribution • LATAM-Focused Enterprises

**Open to:** Full-time executive positions, fractional leadership, or strategic consulting engagements. Currently employed – open to the right opportunity.

[View Portfolio](#)

[Case Studies](#)

"Operations Transformation Architect who converted warehouse chaos into precision (36h→90min, \$500K savings, 99.7% accuracy). Deployed transformation methodology across 200+ companies. Bilingual LATAM expert. Simultaneously building 3 companies: logistics optimization, operational consulting, and leadership development."