

Sabrina (Bean) Rodriguez

210-902-9676 | beanrodriguez9@gmail.com | Seattle, WA

WORK EXPERIENCE

Advanced Operations Partners (<https://www.advancedoperationspartners.com/>)

San Antonio, TX / Seattle, WA

I have worked with ~28 independent consultants to support 15+ companies through performance transformations by assessing primary business drivers of profit and operating performance and generating sustainable results.

Associate

Feb. 2022 - Current

- Led a team of four through the analysis and recommendation processes of an opportunity assessment, resulting in ~\$27M annual EBTIDA for a rural hospital that was losing \$16M+ a year.
- Collected quality data across four workstreams to produce automated key performance index (KPI) dashboards tracking ~200 metrics; this made data driven weekly business review meetings more efficient for operations executives.
- Managed a four-person training team through content creation and training delivery at 15 manufacturing plants which led to more accurate inventory management and reduced the accounting monthly close process from seven days to two.
- Adapted and maintained labor models to track forecasted and actual weekly staffing volumes and costs and aligned the corresponding ~\$20M budget plan models to improve annual workforce planning accuracy for an e-commerce company.
- Conducted a system user impact analysis to create an ERP system change management plan and training curriculum, plan and schedule which prepared 200+ people to transfer to a new ERP system for a \$500M water treatment manufacturer.

Senior Analyst

Jan. 2021 - Jan. 2022

- Led the process mapping and efficiency improvements of eight departments, resulting in 43% more plant runs a day and 20% higher output in fewer days for a \$150M food manufacturing company.
- Analyzed hours of operations, processes, revenue opportunities, and productivity metrics to produce opportunity and cost savings recommendations that produced \$200K of immediate annual savings for a chain of pediatric urgent care clinics.
- Conducted spend analysis for \$1.3B of maritime spend as part of a strategic sourcing project resulting in ~\$13M of annual savings in the first phase of the project for a \$5B transportation and logistics company.
- Project managed a four-person team and completed data viability analysis when creating a 12-month planning tool for a resource and development (R&D) department that balanced resource utilization and maximized the value of R&D efforts.
- Managed, tracked, and communicated the productivity and cost metrics for four outsourced customer service firms and two internal analysts to ensure visibility and effectiveness for a workforce management team.
- Completed market and internal research and created impact versus effort matrices prioritizing the goals and initiatives identified during a strategic planning project for a \$500M network of veterinary clinics.

Analyst

Dec. 2019 - Dec. 2020

- Conducted spend analysis and led the strategic sourcing process for the labeling division of a \$15B consumer-packaged goods manufacturer, resulting in 10%+ savings on \$6M+ of annual spend.
- Assessed supply, demand, and sales data usage to inform the redesign of the sales and operations planning (S&OP) team's management plan, which reduced obsolescence and increased S&OP effectiveness for a \$4B pharmaceutical company.
- Created integration playbooks and labor demand models to guide acquisition decision making for a \$500M healthcare innovation company, resulting in them acquiring five businesses in two years and exceeding target employee retention rates.
- Led weekly senior leadership team (SLT) calls with ten people to ensure all activities were on time and all risks and issues were addressed quickly during 90-day strategic planning project.

EDUCATION

Davidson College: B.A. English, GPA 3.53, Cum Laude

Davidson, NC; May 2019

Cambridge University: Study Abroad Program: Course on British History and Literature

Cambridge, England; Summer 2018

CERTIFICATIONS

Columbia Business School: YPO/ YNG Leadership Academy Certificate

New York, NY; Jun. 2023

London Business School: YNG Transforming Yourself as a Leader Certification

London, England; Aug. 2022

Vanderbilt University: Finance Bootcamp & Business Immersion Certifications

Nashville, TN; Summer 2019

- Award: Selected as program MVP for being an outstanding consulting teammate and leader throughout the program.

LEADERSHIP & INVOLVEMENT

YNG (YPO (Young President's Organization) Next Generation): Member

International; 2018 - Current

- Founder and current City Group Leader of Seattle chapter

Davidson College:

- Women's Field Hockey, NCAA Division I (Team Captain, Spring – Fall 2018)
- Student Athlete Advisory Committee Field Hockey Representative
- Spirit Team, Mascot

Fall 2015 - Fall 2018

2016 – 2017

Fall 2016 - Spring 2019

For Fun: Skiing, Trying new recipes, Learning new sports, Creative writing (<http://thelifeofabean.com/>)