



Kora Sánchez

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Summary

Kora Sánchez is a talented and highly experienced expert in lean manufacturing and the Toyota Production System. She has been supporting companies in their lean-based improvement and transformation efforts throughout the US and Latin America since 1998, and she has achieved exceptional results in such industries as: aerospace, electronics, sporting good, electrical enclosures, shoes, clothing, windows and doors, maintenance and repair, lifts and ceramics.

Her implementation strategy is hands on and focuses on creating a Toyota Way Business Context (a space where the way of thinking, being, and manifesting create long term sustainable results) and knowledge transfer of the concepts and tools used in a lean culture focused on their purpose and integration. She transfers knowledge throughout the organization by creating a shared vision and commitment with the client, and continuously advancing towards that vision at a desirable pace. Her key to success is developing a true understanding of the lean philosophy and achieving the correct focus and confidence in the client.

Also, she is a lean-Six Sigma expert and a Six Sigma Black Belt. She has worked with high volume as well as custom/high mix environments, managing these projects with clear goals and expectations that are reviewed regularly during implementation. She believes that value to the client is both achieving bottom line results and minimizing resistance to change by achieving a smooth cultural transformation.

Specialties

- Toyota Production System
- Standardized Work Development
- Problem Solving
- Value Stream Mapping
- Visual Workplace
- Error Proofing
- Lean Leadership
- Executive Coaching

Professional Experience

May 2019 to date

Managing Director, Latin America

Total Systems Development, Inc.

Responsibilities include marketing, business development and management of client projects in the Central & South America. Kora is responsible for identifying new sales lead, pitching services and maintaining mutually beneficial relationships with new & existing customers. As a seasoned lean transformation leader, Kora researches organizations for potential new leads, researches market trends for lean needs, contacts potential clients to establish a rapport and assesses their situation to determine fit for TSD services. Additionally, she works closely with client organization leadership to ensure maximum customer satisfaction in the services TSD delivers.

March 2002 to date **Self Employed**
Senior Lean Enterprise Implementation Consultant

Responsibilities include marketing, development of new clients, current and future state mapping, development of business case, management alignment, lean education and training (Fundamentals of Lean, Visual Workplace, Measurables, Problem Solving, Standardized Work, Line Balancing, Quick Changeover, Error-Proofing, Total Productive Maintenance, Kanban, Pull Systems, Team Leader Development, Group Leader Development, Management Alignment) at all levels of the organization, layout design, project management and train the trainer education. Clients include: Electrical Enclosures, Shoe Manufacturer, ITESM (Monterrey Tec in Mexicali and Hermosillo), Williamson Dickie, MI Windows and Doors, Ceramics, Equipment production and maintenance for Paper Mills. I worked in Mexico, United States, Colombia, Finland and Estonia.

September 1999 to March 2002 **Total Systems Development, Inc.**
Lean Enterprise Consultant

Responsibilities include marketing, development of new clients, current and future state mapping, development of business case, management alignment, lean education and training (Fundamentals of Lean, Visual Workplace, Measurables, Problem Solving, Standardized Work, Line Balancing, Quick Changeover, Error-Proofing, Total Productive Maintenance, Kanban, Pull Systems, Team Leader Development, Group Leader Development, Management Alignment) at all levels of the organization, layout design, project management and train the trainer education. Clients include: Electrical Enclosures, Airplane Manufacturer, Metal Appliance Manufacturer, Tool and die manufacturer. I worked in Mexico and United States.

August 1997 – September 1999 **AlliedSignal Aerospace de México (now Honeywell)**
Lean Enterprise Implementation Leader

Responsibilities include the leadership of the lean enterprise in the Mexicali, Mexico site. Activities included manufacturing cell and layout design for new facility that would accommodate growth, elimination of central warehouse into point of use locations, Kanban and pull systems, training and implementation at all levels of the organization, continuous flow within cells, and support for transition projects that brought work from other sites because of outstanding productivity. I worked in Mexico and United States.

May 1995 – August 1997 **CETYS University**
CIM Center Project Engineer

Responsibilities included consulting services for maquiladoras in the areas of cellular design, layout design, Kanban systems, visual workplace, measurables and logistics. Clients Included: CARCON/ Unger Fabric. Process and layout design, Measurables and Visual Workplace implementation in Mexicali, Mexico site.

Cornell-Dubilier Electrónica de México. Implementation of ISO 9000 for Mexicali, Mexico site.

SOLEX Tecate. Cell and layout design for Tecate, Mexico site.

Coastcast Co. Layout design for plant #2 in Mexicali, Mexico site and Los Angeles, Ca.

She worked in Mexico and United States.

Education & Certifications

Six Sigma Black Belt, University of Michigan, March-June 2001

Transformational Leadership Trainer & Life Coach October 2000 – March 2004

Six Sigma Lean Enterprise Expert, Allied Signal Corporate, January-April 1999

B.A. Industrial Engineering Specialized in Product and Process Design, CETYS University
Mexicali Campus (shared program with ASU Tempe, AZ), August 1993 – June 1997