

Ivan Foschiera

+31 6 8638 2315

ivan@foschiera.com

linkedin.com/in/ivanfoschiera

github.com/ivanfoschiera

foschiera.com

Manufacturing & Operations — Hyperscale Hardware & Data Center Infrastructure

Contract Manufacturing Operations · Data Center Hardware Integration · Supplier & 3PL Management · Data-Driven Decisions · Lean & CI

The Randstad, Netherlands

PROFILE

Manufacturing and operations leader with 20+ years building operations that perform under pressure across hyperscale technology, manufacturing, and high-volume intralogistics in Europe and Brazil — the last eight running contract manufacturing operations for global hyperscale technology clients: server, storage, and networking hardware. Designs the systems, routines, and structures that make operations predictable, financially efficient, and stable at scale — from 70 to 500+ people. Full SQDC accountability: shopfloor execution, cost control, quality systems, and senior stakeholder reporting. Deploys MES, ERP, and custom analytics dashboards to close the gap between data and decisions — and applies AI tooling to operational analytics for faster root cause, better forecast accuracy, and lower operational overhead. Drawn to complex, high-tempo environments — manufacturing, hyperscale, defense — where operational clarity is the difference between performance and chaos.

SELECTED IMPACT

70% → 99.7%

First Pass Yield

Lean routines, layout redesign & 5S discipline at WWT's high-volume integration center

7h → 2h

WIP Cycle Time

Pull-based JIT replenishment at a 500-person hyperscale site — released significant working capital

4 → 40+

Fabrication Business

Built from scratch as founder — full P&L across operations, quality & client delivery

PROFESSIONAL EXPERIENCE

Senior Production Manager · [World Wide Technology](#)

Nov 2021 – Dec 2025 · The Randstad, NL · Team: 70+

- Ran end-to-end production and engineering in a high-volume integration center building server, storage, and networking hardware for global hyperscale technology clients — full operational and financial accountability across safety, quality, delivery, cost, and engineering execution
- Designed and implemented a Lean operating system from the ground up: line redesign, 5S discipline, standardized operator routines, and structured root cause methodology — driving First Pass Yield from 70% to 99.7% and eliminating systemic rework cost
- Built and owned a multi-tier management system — daily Gemba walks, shift handover protocols, structured escalation ladders, and weekly KPI governance with senior client engineering and supply chain stakeholders — establishing execution predictability and supporting margin stability across all shifts
- Architected and delivered an MES rollout across multiple production sites — standardized traceability end-to-end, reduced planning errors, and gave engineering and operations leadership real-time cross-site visibility
- Developed a custom analytics layer — real-time dashboards covering forecast accuracy, WIP flow, constraint bottlenecks, and leadership performance — used daily at supervisor, manager, and director level to drive fact-based decisions, reduce escalation lag, and improve cost control
- Built the leadership pipeline: structured 1:1 coaching, individual development plans, and succession mapping across 70+ people — improved retention, accelerated internal promotions, and reduced operational dependency on senior intervention
- Leader 100 Award 2022 & 2023 — 100% team acceptance score, highest trust rating awarded to a leader at WWT

Site Manager · [Material in Motion](#)

Nov 2019 – Oct 2021 · The Randstad, NL · Team: 500+

- Accountable for a 500-person production site assembling and configuring data center hardware for a hyperscale technology client — operating under strict SLA, security clearance, and continuous quality audit requirements
- Reduced WIP cycle time from 7 hours to 2 hours by redesigning station layouts, eliminating inter-station batching, and implementing pull-based JIT replenishment — freeing substantial working capital and reducing floor congestion
- Maintained 100% SLA continuity throughout COVID-19 by executing rapid workforce restructuring, daily risk reviews, and production layout reconfiguration — zero client penalty and no revenue impact during a period of sustained operational pressure
- Owned cross-functional performance governance — structured weekly reviews with engineering, logistics, planning, and client leadership built shared accountability and eliminated inter-team ambiguity on delivery commitments
- Institutionalized quality and delivery control through standard work documentation, shift-level tier meeting routines, and escalation discipline — embedded across all patterns and sustained under constant volume change
- Developed a frontline leadership layer with sufficient depth to run operations independently across all shifts — reduced reliance on senior management intervention and improved response speed to production variances

Supply Chain Integration Manager · Material in Motion

Jun 2018 – Oct 2019 · The Randstad, NL

- Owned end-to-end supply chain integration across 3PL partners, production operations, and outbound logistics — accountable for flow continuity, working capital efficiency, and on-time client SLA delivery
- Redesigned material handoff protocols between inbound, kitting, production, and outbound — eliminated transfer delays, reduced inter-stage queuing, and improved throughput predictability across the value stream
- Led operational integration through a full client ERP transition — mapped new workflows, trained cross-functional teams, and monitored adoption to protect continuity, data integrity, and cost control during the changeover
- Resolved escalations across suppliers, logistics partners, and internal planning — reduced unplanned stoppages by establishing clear ownership rules, visual daily controls, and structured issue resolution at the point of impact

Inventory Control Supervisor · Material in Motion

Aug 2016 – May 2018 · The Randstad, NL

- Led inventory accuracy and stock control in a high-velocity production and logistics environment — full accountability for material availability, count reliability, and variance management across multiple product categories
- Designed and deployed a real-time inventory tracking system that brought accuracy to world-class levels — directly eliminated production stoppages caused by stock unavailability and reduced emergency procurement cost
- Rebuilt cycle count routines and introduced structured root cause analysis for all variances — reduced recurring discrepancies, improved planning forecast reliability, and gave production teams dependable material flow
- Established daily coordination routines between warehouse, production, and planning — created shared stock visibility that cut last-minute escalations, reduced excess safety stock, and improved working capital control

General Manager · Milimetra

Sep 2006 – Dec 2014 · Greater Florianópolis, Brazil

- Founded and scaled a business from 4 to 40+ people delivering high-complexity aluminum and glass structural installations — full P&L ownership alongside accountability for operations, quality, and client delivery
- Managed concurrent projects end-to-end across planning, fabrication, site installation, and final inspection — maintained delivery reliability and margin control as project volume and team complexity scaled
- Designed the full operational infrastructure from scratch: performance standards, management routines, and leadership accountability structures — built the foundation that enabled sustained commercial growth and improving cost efficiency
- Partnered with engineering and client teams to resolve technical constraints on live sites — reduced rework rates, tightened specification adherence, and built long-term client relationships based on consistent execution

Production Technician · Milimetra

Feb 2002 – Aug 2006 · Greater Florianópolis, Brazil

- Operated precision fabrication machinery across assembly, quality inspection, and structural build stages — developed technical fluency in production constraints, tolerance management, and end-to-end process dependencies
- Worked directly alongside engineers and site installers on large-scale structural projects — built the shopfloor instincts for reading flow, identifying waste, and anticipating failure that underpin every leadership role since

RECOMMENDATION

"Great leaders teach you skills, but the exceptional ones shape how you think and how you lead. Ivan is one of those rare leaders. Under his leadership, I learned a great deal about production management, operational discipline, and leadership in high-performance environments. More importantly, I learned valuable lessons about integrity, humility, and staying grounded while growing in your career."

Sweetsell Tatac — Production Manager, direct report · March 2026

CREDENTIALS & AWARDS

Education

BBA International Business — Amsterdam UAS (AMSIB)
2024 – 2027

Certifications

- Lean Six Sigma Green Belt
- CompTIA IT Fundamentals+
- TOEFL iBT — C1 English (Aug 2024)
- Amateur Radio Licence HAREC — PA9ICQ (Jan 2026)

Languages

Portuguese — Native · English — Full professional (C1)

Awards

Leader 100 Award — World Wide Technology

2022 & 2023 — 100% team acceptance as a leader
Highest possible trust score awarded by WWT to a leader.

Core Skills

Lean & CI · MES · ERP · Gemba · 5S · JIT & Pull Systems · Standard Work · Tier Management · KPI Dashboards · Client Governance · SQDC · Traceability · 3PL Management · Leader Coaching · Analytics · AI-assisted Operations

Volunteering

Independent Research Lead — Sosarian
Jan 2026 – Present · AI, assistive technology & human behavior research