



## Olivier Demars

Logistics & Industrial Central Mexico Markets

Brokerage Consultant

Colliers International Querétaro

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### Colliers International

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### AREA OF EXPERTISE

Logistics strategy development and supply chain management, Supply chain synchronization, Warehouse (dry and Climate-Controlled) and transportation management, value-added services, Location facilities, 20 years of experience coaching major multidisciplinary and multicultural teams

### PROFESSIONAL ACCOMPLISHMENTS

- L'Oréal, France, Supply Chain Director in charge of demand management, import/ export, customer services, warehouses, all transportation.
- Grupo SID, Mexico, Director of transportation division fleet 600 tractor vehicles and 2400 trailers, 6 transport yards with adapting and exploiting transportation deregulation, with handling expanded responsibilities, geographically and organizational.
- Porteo Group Logistics, Mexico and USA, sales development director, 3PL, 15 warehouses in the Mexican territory and south of The United States.

### BUSINESS AND EDUCATIONAL BACKGROUND

Olivier graduates from the Catholic University of Mons (Mons UCL) in Belgium, with a Degree in Economics.

Languages: French, Spanish, English Fluent; Dutch advanced; German Beginner.

He joined Colliers International as a brokerage consultant specialized in the logistics & industrial division,

### COMMUNITY INVOLVEMENT

Olivier has been involved in Supply chain leading-edge strategies. Tactical Planning resulting in an effective allocation of manufacturing and distribution resources, optimal sourcing strategy, work-force size, inventory policies, demand planning, distribution channels, geocoding, transportation and trans-shipment alternatives, and operation for almost 20 years.

## REPRESENTATIVE CLIENTS AND PROJECTS

### **Chassis & Brakes International: Tenant Representation.**

Chassis Brakes International, one of the world's largest manufacturers of automotive braking solutions, required to start their first production facility in Central Mexico, finally through an extensive process of site location, the city of Queretaro that hosts a cluster of automotive companies, was chosen for this new plant of 8,000 square meters, with the potential to increase the footprint by an additional 12,000 square meters in a near future.

### **Nestlé: Tenant Representation.**

The cross-national commercial division of Nestlé required to have a physical presence in 6 cities to have their salesforce in close proximity with the clients, in offices that projects a strong corporate image.

### **Carcoustics: Tenant Representation.**

Carcoustics, a global automotive engineering and manufacturing company expands its operations, opening a second facility of 12,000 square meters in Central Mexico.

### **BOSAL: Landlord Representation.**

Belgian exhaust supplier Bosal International required to sell an excess industrial land of 100,000 square meters located in Central Mexico.

### **Leasing Mobile: Appraisal services.**

### **Aernnova Aerospace: Landlord Representation.**

Global company designing and manufacturing aerostructures and aerospace components required to sell an excess industrial plant of 12,000 square meters of production floor located in Central Mexico.