

# Demostenes Perez Castellero

Supply Chain Executive | Founding Partner and CCO | Panama

---

Demostenes Perez is a seasoned supply chain and logistics executive with over 30 years of experience leading business development, regional distribution, and logistics transformation across Latin America and the Caribbean. He is widely recognized as one of the region's foremost authorities on 3PL operations, trade facilitation, and last-mile logistics.

## IPL Group | Founding Partner and CCO

As Founding Partner and Chief Commercial Officer of **IPL Group**, a leading Third Party Logistics operator (3PL) headquartered in Panama's Colon Free Trade Zone, Mr. Perez has built and scaled warehousing, fulfillment, distribution, cross-docking, and value-added service operations serving multinational corporations expanding across Latin America. IPL Group operates in Panama, Guatemala, and the Dominican Republic, positioning Colon as a strategic regional distribution hub for B2B and D2C supply chains.

## Pasar Express Panama | Co-Founder and Commercial Director

He is also Co-Founder and Commercial Director of **Pasar Express Panama**, a courier and last-mile logistics company specializing in express parcel delivery and e-commerce fulfillment for leading digital commerce platforms. This venture reflects Mr. Perez's deep expertise in the rapidly evolving world of direct-to-consumer delivery and the growing demand for reliable last-mile solutions across the region.

## Tompkins Ventures | VP Latin America

Mr. Perez also serves as Vice President for Latin America at **Tompkins Ventures**, where he drives strategic initiatives to strengthen competitiveness and advance digital transformation across global and regional supply chains. Throughout his career, he has successfully led over 250 regional distribution projects for major enterprise accounts.

## Thought Leadership and Industry Influence

Beyond his executive responsibilities, Mr. Perez is an active thought leader and international speaker, contributing regularly to global supply chain forums and industry conferences. He has been a featured guest on numerous leading logistics and supply chain podcasts, primarily in the United States, sharing insights on Latin American trade, free zone strategy, and last-mile innovation. He serves as an adjunct professor at prestigious universities across the Americas and is Co-Founder and Director of the **Panama Supply Chain Forum**.

## Board and Leadership Positions

Mr. Perez is a current board member of **GS1 Panama** and a former global board member of the **Council of Supply Chain Management Professionals (CSCMP)**. He previously served as President of the Panama Logistics Executive Council (COEL) and President of GS1 Panama.

---

*His expertise spans warehousing and fulfillment, last-mile and express delivery, free trade zone operations, trade facilitation, e-commerce logistics, business development, and supply chain technology implementation, making him a uniquely relevant voice for companies in Puerto Rico seeking to leverage Colon as their regional logistics gateway.*

# Demostenes Perez Castellero

Ejecutivo de Supply Chain | Socio Fundador y CCO | Panama

---

Demostenes Perez es un ejecutivo senior de supply chain y logistica con mas de 30 anos de experiencia liderando desarrollo de negocios, distribucion regional y transformacion logistica en America Latina y el Caribe. Es ampliamente reconocido como una de las maximas autoridades de la region en operaciones 3PL, facilitacion del comercio internacional y logistica de ultima milla.

## IPL Group | Socio Fundador y CCO

Como Socio Fundador y Chief Commercial Officer de **IPL Group**, operador logistico 3PL lider con sede en la Zona Libre de Colon en Panama, el Sr. Perez ha construido y escalado operaciones de almacenamiento, fulfillment, distribucion, cross-docking y servicios de valor agregado para corporaciones multinacionales que se expanden en America Latina. IPL Group opera en Panama, Guatemala y Republica Dominicana, posicionando a Colon como hub estrategico de distribucion regional para cadenas de suministro B2B y D2C.

## Pasar Express Panama | Co-Fundador y Director Comercial

Es tambien Co-Fundador y Director Comercial de **Pasar Express Panama**, empresa de courier y logistica de ultima milla especializada en entrega express de paquetes y fulfillment para plataformas de comercio electronico. Esta empresa refleja la profunda experiencia del Sr. Perez en el mundo de la entrega directa al consumidor y la creciente demanda de soluciones confiables de ultima milla en la region.

## Tompkins Ventures | VP Latin America

El Sr. Perez tambien se desempeña como Vicepresidente para Latinoamerica en **Tompkins Ventures**, donde impulsa iniciativas estrategicas para fortalecer la competitividad y avanzar en la transformacion digital de cadenas de suministro globales y regionales. A lo largo de su carrera, ha liderado exitosamente mas de 250 proyectos de distribucion regional para cuentas empresariales de primer nivel.

## Liderazgo de Opinion e Influencia en la Industria

Mas alla de sus responsabilidades ejecutivas, el Sr. Perez es un activo lider de opinion y conferencista internacional, con participacion frecuente en foros globales de supply chain y conferencias de la industria. Ha sido invitado destacado en numerosos podcasts lideres de logistica y cadena de suministro, principalmente en los Estados Unidos, compartiendo perspectivas sobre comercio latinoamericano, estrategia de zonas francas e innovacion en ultima milla. Es profesor invitado en universidades de prestigio en las Americas y Co-Fundador y Director del **Panama Supply Chain Forum**.

## Cargos Directivos y de Liderazgo

El Sr. Perez es miembro actual de la junta directiva de **GS1 Panama** y ex miembro de la junta directiva global del **Council of Supply Chain Management Professionals (CSCMP)**. Anteriormente se desempeño como Presidente del Consejo de Ejecutivos de Logistica de Panama (COEL) y Presidente de GS1 Panama.

---

*Su experiencia abarca almacenamiento y fulfillment, entrega de ultima milla, operaciones en zonas francas, facilitacion del comercio, logistica de e-commerce, desarrollo de negocios e*

*implementacion de tecnologia en supply chain, lo que lo convierte en una voz unica y relevante para las empresas de Puerto Rico que buscan aprovechar a Colon como su puerta de entrada logistica regional.*