

SENIOR FINANCE EXECUTIVE forging cross-functional commercial partnerships and enhancing controls to advance business objectives and create improvements, efficiencies, and shareholder value. Streamlines budgeting, forecasting, and reporting processes. Expertise in M&A, treasury, tax, accountancy, SEC regulations, debt/equity offerings, audits, and analysis.

Modernized culture and systems for \$1B European/RoW business unit spanning 30 countries; bridged sales, marketing, operations and finance to drive strategic and cost-saving initiatives.

- ▶ Secured \$20M immediate tax savings by uncovering tax-related inefficiencies and leading interdepartmental team; overhauled structure and developed plan to leverage opportunities in lower tax jurisdictions.
- ▶ Mitigated financial exposure in volatile exchange markets for 12 currencies; simplified systems to increase visibility of currency flows, updating the hedging positions and realizing savings of ~\$10M.
- ▶ Led \$300M capitalization and retirement of existing debt, repurchasing publicly traded bonds.

Directed teams of 30+ in buy- and sell-side due diligence for 100+ transactions for such clients as Apollo Management , Novartis, Johnson & Johnson, Roche, Mayne Pharma, Investcorp, and CIBA.

- ▶ Executed the financial and business evaluation, as well as integration, for \$2.5B cross-border pharmaceutical acquisition with operations across Europe and the U.S.; directed pro forma financial statements for Form 8-K.
- ▶ Captured \$5M price reduction for leading pharmaceutical company via post-closing negotiations on working capital and net debt purchase adjustments.

MBA – Finance (dissertation outstanding) ■ University of XXXXXXXXX (U.K.)

BSBA – Accounting ■ XXXXXXXX University

Certified Public Accountant (New York & Ohio)

CAREER OVERVIEW

CFO | XXXXXX & Senior Vice President | XXXXXX PHARMACEUTICALS ◻◻ Croatia 2007 – Present

- ▶ Heads 250-member finance team accountable for \$1B European/RoW operations, including controlling, accounting, treasury, tax, reporting, analysis, forecasting, and budgeting; member of management board for European operations.
- ▶ Transformed technically proficient department into business partner, delivering strong accounting and controls to identify cost savings opportunities and provide reporting focused on key business needs and drivers.
- ▶ Revamped product cost methodologies to reduce margin volatility and supply greater information to sales and marketing personnel on which to base pricing and delisting decisions.
- ▶ Unified and streamlined planning, forecasting, and reporting processes to cut turnaround time, increase visibility into the business, and save resources; enhanced and simplified liquidity planning to provide insight into weekly cash flows.
- ▶ Currently spearheading a working capital reduction initiative across finance, manufacturing, and sales/marketing with projected cash savings to exceed \$20M.

Partner, Transaction Services (previously Director, Manager) | XXXXXXXXXXXXXXXX LLP 1996 – 2007
New York ◻◻ 2003 – 2007

- ▶ Delivered comprehensive advisory services for 20+ clients from target identification to signing, financing, closing, integration, and divestiture; assessed valuations and performed financial and business due diligence.
- ▶ Built pharmaceutical M&A business, boosting revenues and new client acquisition 25% over two years; served as lead for Johnson & Johnson and Barr Pharmaceuticals accounts.
- ▶ Completed due diligence, MD&A, and pro forma financial statements for \$500M debt offering for private equity-backed LBO.

Zurich ◻◻ 2001 – 2003 (Secondment from New York)

- ▶ Led all U.S. - and U.K.-led private equity and strategic acquisitions; built team of Swiss-based acquisition advisors.
- ▶ Coordinated and delivered single M&A advisory/diligence process across Novartis business units and country operations.

New York ◻◻ 1996 – 2001

- ▶ Analyzed historical and projected financial statements and models to determine reasonableness of valuations.
- ▶ Negotiated purchase/sale agreements and drafted financial representations, warranties, and purchase-price adjustment mechanisms; presented reports to clients, investment committees, and financing sources.
- ▶ Prepared SEC registration for debt and equity offerings, including pro forma financial statements and MD&A.

Senior Associate, Business Assurance | XXXXXXXX LLP ◻◻ Cincinnati 1991 – 1996

- ▶ Audited financial statements and evaluated internal control systems for 20+ clients across diverse industries with focus on manufacturing and technology; assisted with SEC registration statements/schedules and IPO offering documents.
- ▶ Recommended and implemented enhancements to internal controls as well as operational improvements.