

First Last Name

Canada & Brazil

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Portuguese (Native) / English (Fluent) / Spanish (Advanced) / French (Intermediate)

FINANCE MANAGER

CORPORATE FINANCE / TREASURY / BUDGETING / MERGERS & ACQUISITIONS

Results-driven leader with extensive and relevant experience in corporate finance, debt capital markets, mergers and acquisitions, business development, budgeting, control, supply chain management, and strategic planning. Proven performance record in high-stakes situations with tight timelines; restructuring, managing debt, and fundraising to meet non-negotiable, external requirements. Strong track record negotiating and collaborating across cultures and industries (energy, metals, and mining), with stakeholders from diverse backgrounds. Demonstrated ability to learn quickly and apply skills to bring immediate value to new roles.

Key Skills:

- Long-Term Planning & Execution
 - Strategic Direction & Deliverable Execution
 - Product & Business Profitability
 - Written & Oral Communication
 - Profit & Loss Responsibility
 - Capital & Resource Allocation
 - Relationship Cultivation & Maintenance
 - Creative Thinking & Problem Solving
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PROFESSIONAL EXPERIENCE

ACME, Toronto, ONI

2016 to Present

Executive Manager – Corporate Finance

Responsible for finance planning, fundraising and liability management activities, leading 10-member team in managing bank relationships, financial asset allocation, financial planning, and structured finance projects.

- Reduced financial costs and lengthened debt maturity through management of gross debt of \$8M in preparation for imminent IPO by defining clear metrics and priorities and shaping debt profile aligned with business cycle.
- Drove fundraising success through coordination of DCM (debt capital market) placing the company as one of the most relevant bond issuers in the domestic market.
- Avoided breach of financial covenants by meeting six-month deadline to reduce leverage through asset sale by researching assets, engaging team, and creating sales pitch to secure \$700M sale.
- Recognized for leadership and expertise when selected to step in as acting Chief Financial Officer for a period of eight months.

COMPANY CANADA LTD., Toronto and Ottawa, ON

1996 to 2016

VP Business / Governance (Toronto – 2014 to 2016)

Led 10-member collaborative team in implementation of continuous improvement business model with revenues of US\$12B.

- Achieved 10 per cent productivity improvement / US\$1M in added annual cash flow through a pilot project developed as part of a new production system and culture implementation strategy, based on lean principles.

- Improved control environment by increasing overall compliance through heightened awareness and improved quality of rules and policies.
- Optimized production planning and sales efforts / resources by creating clear profitability metrics, redefining inventory levels and clarifying decision-making processes.

Director, Mergers and Acquisitions (*Toronto – 2009 to 2014*)

Responsible for origination, structuring, and negotiations of acquisitions, divestments, and joint venture creation.

- Surpassed expected price by 40 per cent in divestiture of non-core business by researching assets, overcoming resistance / motivating team to optimize sales pitch, and creating competitive tension.
- Increased team capacity to handle simultaneous M&A transactions by providing formal and on-the-job training in M&A contract negotiation, and empowering team through increased hands-on exposure.
- Focused assets by selling non-core assets totaling ~US\$700M.

General Manager – Finance & Strategic Planning Manganese BU (*Ottawa – 2006 to 2009*)

Managed 50+-member team with responsibility for cash management, treasury, IT, tax compliance / planning, governance, budgeting, business development, production planning and purchasing strategic raw materials.

EDUCATION & PROFESSIONAL DEVELOPMENT

Bachelor of Business Economics , University of Toronto, Toronto, ON	1996
Post-Graduation Advanced Accounting , Finance School of Canada	2000
Toyota Production System , TSSC, Michigan, US	2015
Leadership & Strategy , MIT United States	2008