

Finance & Business Manager

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31 years old, married

Objective

Develop businesses through value creation by deploying strategic planning, economic & financial models, and innovation.

Professional Experience

2015 – 2016 | Philips - Huixquilucan, Edo. Mex.

Head of Philips Capital LATAM

- Within LATAM, lead the development of large to mid-size, structured deals and projects for governments (e.g. PPP) and private customers.
- Sales of ~\$15M USD as result of new business model development, financing of businesses for ~\$10M USD using non-conventional structures across LATAM.
- Develop financial partners and maintain relationships with banks and investment funds.
- Lead M&A activities across LATAM, including target screening, valuation, closing and handover.
- Drive business growth organically of existing offerings and identifies new opportunities for escalation to market leadership.
- Planning activities including sales forecasting, pricing analyses and cost savings opportunities.

2012 – 2015 | Grupo Senda - Monterrey, Mex.

Business Strategy Sr. Consultant – Finance Direction

- Definition of a budgeting and planning methodology with achieving better forecasting and finance performance.
- Business analysis and active coordination to rescue the US operations.
- Business valuation for potential merger targets (M&A) to expand operations.
- Management of business projects aimed to reduce working capital use, create competitive advantage, differentiation and new sources of revenue.
- Development of an integral management methodology for the business based in strategic direction, goals & objectives, coordination among different functional areas, and employee alignment by using “balanced scorecard”
- Led a new client-oriented culture focused teamwork and leadership as the base philosophy.

2010 – 2011 | CITI - Monterrey, Mex.

Business Developer – Business Grow & Research Unit

2007 – 2010 | CEMEX - Monterrey, Mex.

Innovation Mobilizer – Vice-presidency of Innovation

Education

2011 – 2012 | ESSEC (Fr) / ITESM (Mex)

Master in Business Administration (MBA)

- Major: Finance & Innovation
- Focused in finance and organizational transformations.
- Business valuation for M&A or to drive value maximization strategies.
- Management of the investment portfolio.

2004 – 2008 | UDEM - Monterrey, Mex.

Bachelor in Information Technologies

- Degree on Information Technology with focus on IT management and advance studies on Industrial and Systems Engineering.

Competencies

- Business cases & finance models
- Business valuation & development (M&A)
- Budget development and management
- Corporate communication & politics
- Financial management
- Information technologies consulting
- Process redesign
- Project management
- Solution design based on information technologies
- Strategic and finance planning
- Team leadership
- Technology exploration & research
- Vision definition based on speculation & forecasting

Interests

Entrepreneurship, finance, technology, innovation, politics, macroeconomic issues, economy as social science, re-engineering, biology, psychology & human response, puzzles, golf and hunting.

Languages

- Spanish
- English