

Contatta

www.linkedin.com/in/andrea-marchini-97852b83 (LinkedIn)

Competenze principali

IFRS

Internal Controls

Financial Reporting

Languages

Inglese (Professional Working)

Spagnolo (Limited Working)

Italiano (Native or Bilingual)

Cinese (Elementary)

Andrea Marchini

Chief Financial Officer

Milano, Lombardia, Italia

Esperienza

Zefiro Net Srl

CFO

gennaio 2023 - Present (2 anni 3 mesi)

iliad

4 anni 8 mesi

Business Controlling Special Project Leader

settembre 2021 - dicembre 2022 (1 anno 4 mesi)

Milano, Lombardia, Italia

Business Controlling Manager

settembre 2020 - agosto 2021 (1 anno)

Milano, Lombardia, Italia

Business & Financial Controller

maggio 2018 - agosto 2020 (2 anni 4 mesi)

Milano, Italia

Predisposizione della reportistica periodica di P&L interna

Elaborazione forecast e supporto a Group Finance per elaborazione budget e business plan

Analisi della Customer Base e profittabilità dei clienti / offerte tariffarie

Elaborazioni di analisi ad hoc interne per il management

Analisi sul trend di portabilità (MNP)

Predisposizione delle rendicontazioni di traffico di interconnessione con gli altri operatori per riconciliazioni e input alla fatturazione

Punto di contatto per la gestione dei rapporti con gli altri operatori di settore

Gestione di un team di 3 risorse

EY

Senior - Accounting, Compliance and Reporting

settembre 2014 - aprile 2018 (3 anni 8 mesi)

Milano

Supporto al team nelle attività di accounting, compliance, reporting e rilevazione dei processi amministrativo contabili di una società.

Supporto per attività di outsourcing dei processi amministrativo contabili dei clienti con utilizzo di software contabile SAP, Namirial, Profis, Navision.
Supporto per attività di controlling, pianificazione dei costi e reportistica con particolare focus su costi del personale e servizi intercompany.

Deloitte & Touche Spa

Audit Analyst

ottobre 2013 - aprile 2014 (7 mesi)

Applicazione dei principi di revisione, verifica della coerenza dei principi contabili nazionali e internazionali applicati all'interno dei bilanci sottoposti a revisione, verifica della coerenza normativa all'interno dei bilanci sottoposti a revisione.

Formazione

Università Commerciale 'Luigi Bocconi'

Master degree in Accounting, Financial Management and Control, Msc

Accounting, Financial Management and Control · (2012 - 2015)

Università Commerciale 'Luigi Bocconi'

Laurea Triennale in Economia Aziendale e Management, Economia aziendale/
manageriale · (2009 - 2012)

Liceo Scientifico Alessandro Volta

Maturità Scientifica · (2004 - 2009)

Contact

+380 95 706 33 18

e-mail: smirnova_iv@ukr.net

Languages

English (Full Professional)

Ukrainian (Native)

Russian (Native)

Smirnova Iryna

Chief Financial Officer | Chief Accountant

Ukraine

Summary

Financial Manager with degree in Kharkov Polytechnic University and State Statistics Committee of the National Center for Accounting and Audit.

Basic skills: Financial analyses, Budgeting, Controlling, Cash Flow Management, Forecasting, Project Management, Tax Management, Accounting, IFRS.

Experience

LLC "PC "Ecosphere"

Chief Financial Officer

May 2018 - September 2021

Kharkiv Region, Ukraine

Vimpel LLC

Chief Financial Officer / Chief Accountant

October 2009 - December 2017

Kharkiv Region, Ukraine

Promgidprovid LLC

Chief Accountant

April 2000 - September 2009

Kharkiv Region, Ukraine

Louis Dreyfus Company

Chief Accountant

August 2003 - January 2006 (2 years 6 months)

Kiev Region, Ukraine

Euro-Foods GB Ukraine

Chief Accountant

April 1999 - September 2002 (3 years 6 months)

Kiev Region, Ukraine

Education

International Management Institute (IMI-Kiev)

Executive Master of Business Administration - SE MBA · (2006 - 2007)

Ukrainian Federation of Professional Accountants and Auditors with
support of USAID and PwC

Certificated Public Accountant, International Accounting Standards
· (1998 - 1998)

State University

Degree in Economics · (1988 - 1993)

Contact

www.linkedin.com/in/koska
(LinkedIn)

Top Skills

Biznes międzynarodowy
Business Controlling
Export Reporting

Languages

German (Elementary)
Russian (Professional Working)
French (Professional Working)
Polish (Native or Bilingual)
English (Full Professional)

Certifications

CPA

Publications

Audit Committee - First Steps.
Guidlines for Practitioners.

Łukasz Koska

CFO / Freelance Interim Manager
Warsaw, Mazowieckie, Poland

Summary

I am a seasoned executive with broad expertise in finance, management and business development.

During my professional life I have worked with people at all levels (from junior staff to Board Members and external providers) and departments (finance, sales, marketing, operations, IT, HR, legal, administration). My career allowed me to built in-depth understanding of many sectors, including retail, real estate, FMCG (spirits, confectionery, tobacco), IT, construction, fitness clubs and manufacturing. I have worked for both international corporations and Polish companies, as well as managed projects and teams of up to 20 persons. All this coupled with foreign assignments helped me to gain extensive cross-cultural experience. I hold MBA and ACCA diplomas.

Experience with: strategy formulation, corporate finance, M&A, valuations, financial modelling, pricing decisions, business expansion, franchising & licensing models, restructuring, competitive analysis, reporting, consolidation, controlling, planning & budgeting, forecasting, risk and working capital management, debt collection, internal audit, preparation of formal offers, real estate lease contracts, ERP systems rollout, negotiations, project management and interim assignments.

I am open to all projects (employment, management contract, B2B), with preference for long-term cooperation.

#lookingfornewjob #ono

Experience

various / self-employed
CFO / Freelance Interim Consultant
June 2013 - Present (11 years 10 months)
Warsaw, Masovian District, Poland

- Interim financial management and consulting for companies in various sectors (e.g. retail, FMCG, fitness services, manufacturing, media, restaurant startup, scooter assembly)
- Responsible for managing finance and accounting departments, financial reporting, M&A projects, acquisition integration, systems implementation, restructurings, roll-out of new business activities, relationships with stakeholders (banks, leasing companies, private equity finds), etc.
- In charge of other matters (IT, HR, administration, legal)

KAKADU ZOO - sieć sklepów zoologicznych

Chief Financial Officer / CFO

2023 - 2024 (1 year)

Member of the Polish executive team, with responsibility for financial oversight of operations in 4 Polish companies (Super Zoo, PSST, Super Zoo Polska, Super Zoo Retail), including:

- supervision of finance/accounting team (18 persons) and external accounting office, including recruitment of new staff
- in charge of reporting (including GUS, NBP), audits, transfer pricing, cash management, bank guarantees, review & revision of supplier contracts, tenders for stock count providers (for 87 shops and warehouse), group loans, as well as business restructuring

Forte Renewables

Chief Financial Officer / CFO

2021 - July 2023 (2 years)

Warsaw, Mazowieckie, Poland

Overall responsibility for Financial & Tax issues related to international operations (Poland, Netherlands, France, Lithuania, Ireland, Argentina, Peru, UAE, and other), but engaged also in HR, Administration, Legal and IT functions. Managing internal and external staff, supporting top management in decision making, contract review and procedures drafting.

NHOOD Polska

Senior Management Controller

September 2019 - July 2021 (1 year 11 months)

Warsaw, Masovian District, Poland

Responsible for business reporting as well as all investment projects (commercial and residential), exploitation and marketing costs for 24 shopping malls all over Poland. Engaged in reporting, budgeting and forecasting, as well as improvement of internal processes.

United Beverages S.A.

Finance Controller

May 2015 - January 2019 (3 years 9 months)

Warsaw, Masovian District, Poland

- Prepared monthly P&Ls of group companies, budgeting and forecasting, reconciliation of retro payments
- Responsible for reporting of export to USA, acted as main liaison with brokers
- Key team member in M&A projects in alcohol trade and retail (pre-acquisition analyses, due diligence, post-acquisition integration), new ERP & chart of accounts implementation, transfer pricing documentation, payroll approvals for 250+ staff

O-I

Country Group Sales Controller North-Central Europe (D,NL,PL,CZ,EE +export)

May 2018 - December 2018 (8 months)

Düsseldorf Area, Germany

- Managed country group (D,NL,PL,CZ,EE+export) controlling and reporting related to sales, budgeting, pricing and SOX controls
- Supervised 4 analysts located in Düsseldorf & Poznań

Pure Jatomi Fitness

Finance Controller - Poland & Czech Rep. (interim)

March 2014 - March 2015 (1 year 1 month)

Warsaw, Masovian District, Poland

- In charge of P&L for Czech business and transfer of Czech accounting operations to SSC in Warsaw
- Controlled ~50 clubs in Czech & Poland (reporting, audits, membership statistics, payroll, recruitment & staff review, insurance claims, etc.)
- Co-managed team of 20 accountants, controllers and analysts
- Head of Corporate Clients accounting team, managed relationships with space owners (shopping centers) and club equipment providers
- Supervised NAV/Navision re-implementation and integration with in-house tool registering clients activity, revised internal processes

Advantim Advisors

Advisor (interim)

June 2013 - March 2014 (10 months)

Warsaw, Masovian District, Poland

Provided interim advisory and financial assistance on controlling, international group reporting and internal procedures to:

- CEDC (the largest global vodka producer and leading alcohol distributor)
- NC+ (the leading digital TV platform in Poland, formed after N and Canal+ merger)

Sygnity

Business Controller (head of team)

March 2011 - January 2013 (1 year 11 months)

Warsaw, Masovian District, Poland

- Coordinated team of 3 business controllers
- Supervised monthly P&L for 3 business divisions, including building a financial model for entry into SaaS segment for SMB clients
- Responsible for monthly cost performance, all investment projects of the group, updated long-term contract valuations, involved in restructuring analyses, cost optimisation initiatives, modelling of commissions & bonuses for the sales and execution teams within business divisions, as well as their reconciliation against KPIs
- Managed implementation of QlikView business intelligence software and facilitated weekly board meetings using QlikView to review sales pipeline and budget execution in all business segments of the group

Sage

Head of Financial Controlling

December 2009 - February 2011 (1 year 3 months)

Warsaw Area, Poland

- Head of department (2 analysts) with overall responsibility for group reporting of IFRS consolidated accounts, annual budgeting, quarterly rolling cash flow forecasts, working capital management
- Introduced distressed receivables insurance and collection (result: total AR balance decreased by EUR 2M, including overdue by over EUR 1M)
- Delegated to cooperate with the parent group and top management on cost saving initiatives, M&A and IT projects (i.a. QlikView implementation)

Warbud (Vinci group)

Financial Controller

April 2006 - September 2009 (3 years 6 months)

Warsaw Area, Poland

- Responsible for quarterly management reports on company's financial position and its business environment (macroeconomics, competition, etc.)

- Verified financial standing and risk assessment of clients and contracts
- Engaged in M&A projects (incl. takeover of Bud-Inż, sales of EUR 8M) as well as development of PPP (public-private partnerships)
- Redesigned and audited procedures of key functional areas and processes

Cadbury Wedel

Strategic Financial Analyses Manager

August 2004 - March 2006 (1 year 8 months)

Warsaw Area, Poland

- Head of business unit (staff of 2) responsible for corporate strategy, sector analyses and key projects (including M&A, joint ventures, licensing and franchising options)
- Supervised takeover of Leaf Poland's confectionery business (sales of EUR 20M) including analyses, valuations, due diligence, negotiations, contract drafting and antimonopoly clearance
- Member of a core team cooperating with the Board on strategy review (VBM method)

British American Tobacco

Marketing Finance Manager

November 2003 - July 2004 (9 months)

Warsaw Area, Poland

- Management reporting, corporate and product profitability, pricing and competition analyses
- Involved in long-term planning and budget control

PKO Bank Polski

Specialist, acting head of M&A team

April 2002 - October 2003 (1 year 7 months)

Warsaw Area, Poland

- Formed organizational framework of the Advisory Unit (M&A, private equity) aimed to oversee capital investments at the largest Polish bank
- Supervised investment projects and exercised corporate governance in bank's subsidiaries

KPMG

Associate, Corporate Finance

October 1998 - October 2001 (3 years 1 month)

Warsaw Area, Poland and London, United Kingdom

- Involved in a number of M&A projects in various industries, both on sell- and buy-side

- Delegated for 1 year to KPMG Corporate Finance headquarters in London to represent the Central & Eastern Europe region and focus on cross-border business development in Central Europe (scored 3 wins)

various

Consultant

August 1996 - May 1998 (1 year 10 months)

Poland, USA

Numerous consulting projects for international and Polish institutions including Merrill Lynch, KeyCorp, United Way, Mostostal Gdansk and other.

Education

Case Western Reserve University - Weatherhead School of Management

MBA, Finance; Management Policy · (1996 - 1998)

University of Economics in Poznan

MSc, Economics (European Studies) · (1991 - 1996)

University of Bradford

Economics (European Studies) · (1994 - 1995)

Способы связаться

www.linkedin.com/in/oleh-savchenko-889b8757 (LinkedIn)

Основные навыки

IFRS

External Audit

Auditing

Languages

Английский

Украинский

Русский

Certifications

ACCA DipIFR

CAP (Certified Accounting Practitioner)

Oleh Savchenko

Chief Financial Officer

Украина

Опыт работы

Under NDA

Chief Financial Officer

октября 2022 - Present (2 года 6 месяцев)

Europe

Main responsibilities:

- Strategic planning of operational and financial activities of the Group of companies;
- Management of the department of management and financial reporting;
- Management of the treasury department;
- Improvement and automation of business processes;
- Evaluation of investment projects and business support in the decisions made;
- Financial reporting and interaction with external audiences;
- Interaction with banks in different countries;
- Control of management reporting;
- Operational control of working capital of the Group of companies;
- Tax planning.

Solagro LLC

Head of financial and management reporting

февраля 2022 - октября 2022 (9 месяцев)

Киев, Украина

Main responsibilities:

- Budgeting;
- Plan/fact analysis;
- Preparation of management reporting for shareholders;
- Financial reporting audit support;
- Preparation of consolidated analytical reports;
- Preparation of information at the request of external auditors, actuaries, appraisers, etc.;
- Control of budget implementation;
- Preparation of management accounting in Group companies;
- Ad-hoc reports;
- Writing methodological recommendations for management reporting.

Energy Standard Group

Head of Finance Department

ноября 2016 - февраля 2022 (5 лет 4 месяца)

Kiev

Main responsibilities:

- Preparation of financial statements prepared in compliance with IFRS;
- Support annual audit of financial statements;
- Consolidation budgets and actual expenses;
- Plan / fact analysis expenses and cash flows;
- Management accounting.

Pharmaceutical Firm Darnitsa

Internal Auditor

марта 2015 - ноября 2016 (1 год 9 месяцев)

Kiev

Main responsibilities:

- Preparation of financial statements prepared in compliance with IFRS;
- Conducting detailed analyses of the Company activities actual results, financial analysis of the enterprise activities, describing and analyzing deviations(actual/budgeted);
- Analysis of cost of production in split of product;
- Detailed analysis of contracts with suppliers;
- Budget process;
- Analysis of cost of production in split of expense elements;
- Price analysis;
- Entering information into ERP System;
- Analysis of capital investments;
- Controlling and confirmation of production costs.

Baker Tilly Ukraine

Senior Auditor

апреля 2011 - марта 2015 (4 года)

Kiev

Main responsibilities:

- Audit engagements planning;
- Preparation of financial statements prepared in compliance with local GAAP or IFRS and special purpose financial information;

- Providing detailed analyses of the Client's activities actual results, financial analysis of the enterprises' activities , describing and analyzing deviations(actual/budgeted);
- Analysis of core business processes of the clients, evaluating the efficiency of clients' internal control systems and recommending improvements to clients' executive management;
- Identification of specific risk inherent to financial statements of the companies and potential risk areas;
- Giving recommendations for improvement of accounting policies and processes as result of audit engagements;
- Coordination and supervision of subordinates' work (up to 6 persons);
- Interaction with foreign offices of the network;
- Taking part in interviewing processes;
- Giving induction and training presentations;
- Development of accounting policies for the company.

Образование

Киевский национальный торгово-экономический университет
(КНТЭУ)

Master's degree, Accounting and auditing in business · (2007 - 2013)

Malyn Forest Technical College

Junior Specialist, Accounting · (2004 - 2007)

ACCA

· (2016)

Contact

www.linkedin.com/in/rogier-de-jonge-9aa109 (LinkedIn)

Top Skills

Leadership
Cost Reduction
Banking

Rogier de Jonge

Chief Financial Officer (a.i.) at Nextail Labs
Amsterdam, North Holland, Netherlands

Summary

Ex-Banker gone rogue. Start/scale-up CFO & financial advisor. Passion for sustainability, tech & people. Forward looking. Growth mindset. Bias for action. Notoriously curious. Independent thinker. Power of humor. Drive value by balancing growth, profitability & cash. Strong financial & analytical skillset. Fundraising & transactional experience. Currently CFO of Nextail, a Spanish B2B SaaS company active in the Retail sector.

Experience

Nextail Labs

Chief Financial Officer (a.i.)
November 2019 - Present (5 years 5 months)
Madrid, Community of Madrid, Spain

Started end 2019 as CFO with the goal to prepare Nextail for its Series B capital raise. Then COVID happened. Rest of 2020 was a pretty dynamic ride. Now, May 2021, it seems the skies are clearing, with business picking up and Nextail being a leaner, more capital efficient and agile company with a much stronger, enterprise-grade client portfolio. Digital transformation in Retail is still in its early stages, but accelerating rapidly. Nextail is very well positioned to play a key role in the end-to-end management of omni-channel supply chains in retail, with a focus on collection based businesses (fashion, luxury, homeware, etc). The future is bright!

TYO Holding

Independent Entrepreneur
June 2017 - Present (7 years 10 months)
Amsterdam Area, Netherlands

ING

13 years 9 months

Managing Director, Head of Financial Markets Corporate Sales for Western Europe & Americas

March 2014 - June 2017 (3 years 4 months)

Amsterdam Area, Netherlands

Director Event Finance

April 2010 - February 2014 (3 years 11 months)

Vice President Event Finance

April 2009 - March 2010 (1 year)

Senior Associate Event Finance

August 2008 - March 2009 (8 months)

ING Event Finance is an international project organisation within ING Wholesale Banking with structuring and execution capabilities across the full capital structure (debt, equity, hybrid). The projects typically take place in the context of corporate events such as mergers, acquisitions or restructurings.

Senior Associate Capital Management

April 2007 - July 2008 (1 year 4 months)

Associate Capital Management

October 2003 - March 2007 (3 years 6 months)

ING Capital Management is a corporate staff department responsible for ING's capital adequacy, including the planning and execution of ING's capital markets transactions - (hybrid) capital, securitisation, senior unsecured, covered bonds - both for the Banking as well as the Insurance operations.

Education

University of Twente

MSc, Industrial Engineering & Management · (1996 - 2004)

Contact

+380 95 706 33 18
e-mail: smirnova_iv@ukr.net

Languages

English (Full Professional)
Ukrainian (Native)
Russian (Native)

Smirnova Iryna

Chief Financial Officer | Chief Accountant
Ukraine

Summary

Financial Manager with degree in Kharkov Polytechnic University and State Statistics Committee of the National Center for Accounting and Audit.

Basic skills: Financial analyses, Budgeting, Controlling, Cash Flow Management, Forecasting, Project Management, Tax Management, Accounting, IFRS.

Experience

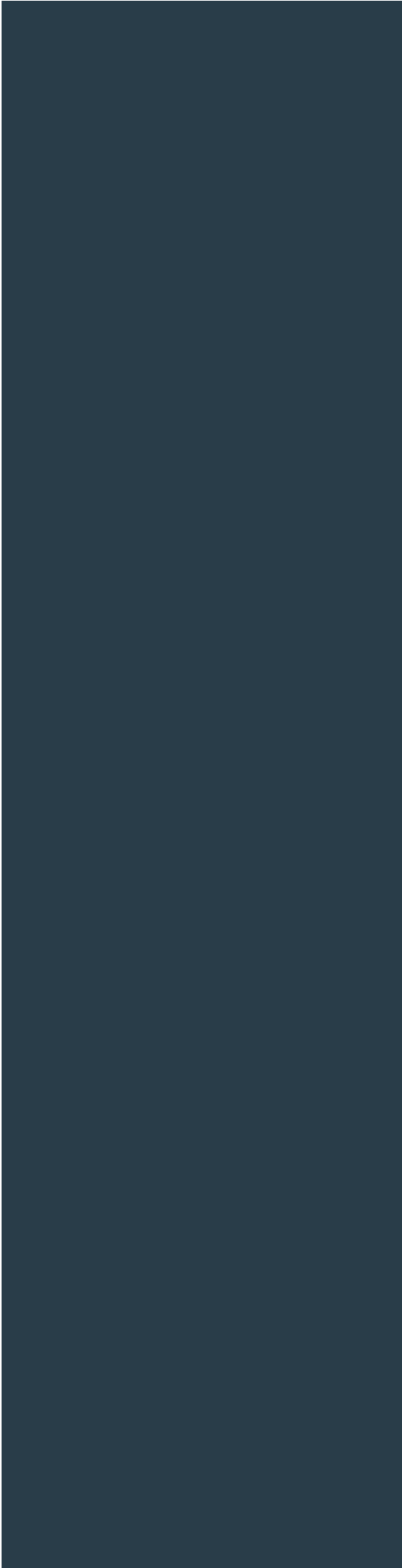
LLC "PC "Ecosphere"
Chief Financial Officer
May 2018 - September 2021
Kharkiv Region, Ukraine

Vimpel LLC
Chief Financial Officer / Chief Accountant
October 2009 - December 2017
Kharkiv Region, Ukraine

Promgidprovid LLC
Chief Accountant
April 2000 - September 2009
Kharkiv Region, Ukraine

Professional skills

- Building a financial function in companies
- Development and implementation of budgeting, management and financial accounting systems in accordance with IFRS;
- Operating capital management, development and implementation of financial controlling system;
- Management of production costs and implementation of measures to reduce them

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Soft skills

- Dedication
- Communicative skills
- Efficiency
- Quick learning curve