

Qualifications Summary

Accomplished and dynamic executive leader with a distinguished 25-year career as Chief Financial Officer and International Finance Director, Bilingual, demonstrating unparalleled expertise in steering complex financial strategies, operational management, and international business expansion across diverse industries.

Skilled in conducting thorough financial evaluations and developing strategic solutions to enhance client and company value. Proven track record in effective negotiation strategies and maintaining strong stakeholder relationships. Demonstrated success in leading multi-regional and international teams and managing significant budgets in complex environments. Initiated and implemented advanced financial data systems and processes, significantly improving analytical capabilities and operational efficiency. Expertise in navigating international legal frameworks, reducing potential liabilities, and ensuring compliance. Recognized for contributions in academia and professional development, particularly in economic and financial disciplines. Proficient in securing substantial funding and managing financial negotiations with various entities, including government and private sectors.

Professional Experience

International Financial Director, June 2014 – Nov-2023

UNBOUND (International NGO based in Kansas City)

Oversee all financial, taxation, budgeting, and accounting operations across 19 countries in LATAM, Asia, Africa, and Europe. Lead and guide a team of 5 regional accountants, managing a combined program budget of approximately \$110 million annually. Spearhead the consolidation of financial statements across 19 countries, aligning with USGAAP and IFRS standards. Develop and maintain robust financial systems and processes to enhance the timeliness and quality of accounting across partner agencies. Coordinate with in-country legal teams to address and mitigate potential legal issues, ensuring compliance and reducing liabilities. Design and deliver a range of educational programs, including courses, seminars, and webinars, for accountants across all countries, focusing on organization-specific financial topics.

- Innovated the organization's first financial data analytics system, significantly improving internal benchmarking of key financial metrics and providing critical insights into financial performance for international partner agencies.
- Formulated and implemented early fraud detection systems, effectively identifying and managing financial risk.
- Pioneered a new method for measuring global poverty, developing an index currently under review for publication by UNESCO Mesoamerican Centre of Theoretical Physics and other United Nations organizations.

Chief Financial Officer, January 2012 - May 2014

ANALYTIKA GLOBAL CORPORATION,

Oversaw all financial and accounting functions within a big data environment, focusing on the application of mathematical algorithms. Acted as a key fundraiser and negotiator for the company, securing funding from banks and financial entities across the European Union. Served as Country Manager for the U.S. branch, spearheading market penetration strategies in the American market. Led the development and implementation of comprehensive business plans and financial forecasts, including a 5-year outlook for both the global company and specifically for the U.S. branch. Managed financial negotiations and relationships with various European banks and financial institutions.

- Successfully negotiated a €1.5 million loan from the Spanish government within a six-month period, fostering a temporary partnership with the government.
- Secured a €500k loan in just three months, demonstrating the effectiveness of the developed business plan and financial forecast.
- Negotiated with three venture capital firms, obtaining approximately \$10 million in funding for the company.
- Played a pivotal role in designing the company's global growth strategy, taking into account international tax laws and capital impact across different regions.

Founder and CEO, January 1997 - January 2012

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Established and led a finance, accounting, and tax consulting firm, growing it from inception to a successful enterprise. Managed all aspects of the firm's operations, including strategy, marketing, sales, and human resources, with a team of 14 professionals. Directed the firm's growth, developing and implementing business strategies, and nurturing client relationships. Oversaw the delivery of comprehensive tax, accounting, auditing, and legal services to a diverse client base. Responsible for the recruitment, training, and management of staff, ensuring high performance and quality service delivery.

- Acted as a bankruptcy inspector for the Spanish government, handling a high-profile €30 billion case and successfully uncovering fraudulent activities.
- Built a substantial client portfolio of over 400 companies within 15 years, leveraging client referrals and aggressive sales tactics.
- Developed and executed optimal international fiscal solutions for major clients, including a \$70 billion global company, achieving an average of 25% in tax savings.
- Strategically reduced tax liabilities for client companies in Spain by up to 50%, through meticulous analysis and customized fiscal planning.

Chief Financial Officer, January 1993 - January 1997

Gureko SA - Comper Group,

Education

Executive MBA, General Management Program

IESE Business School (Harvard Business School Associate in Spain)

Master in Financial Audit

CEF University of Madrid

Bachelor in Economics and Business Administration

Complutense Madrid