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Saint-Cloud (92210)

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Chief Financial Officer, Sénior

EXPERIENCES PROFESSIONNELLES

janv. 2017 /

to date

Regional Deputy CFO, Head of Internal Control - African markets Paris
Net revenue EUR 850m - management 11 - Member of the BU Indian Ocean Management Committee

Supervise and coordinate the financial processes in the 11 markets of the African region in a very changing environment (tax, legislation and economies).

- Lead the network of CFOs and ensure the accuracy of financial information
- Improve WC by establishing KPIs specific to each subsidiary in order to reduce current assets,
- Ensure the deployment of a new internal control framework: standardization of mandatory controls within a unique framework in order to improve internal control across the organization,
- Negotiate preferential conditions with international banks (S.G., Attijariwafa, BOA...) for the management of EUR 300m of international flows within the region,
- Accelerate cash repatriation: negotiating with international banks operating in Africa to set up overdrafts and loans to repatriate cash and reduce the risk of exposure to devaluation (EUR 40m of loans),
- Define a tax policy for the region and reduce tax risks: support local CFOs, creation of a tax repository to avoid the repetition of tax adjustments,
- Implement an ERP (Microsoft Dynamics replacing SAGE): work on the blueprint, controls to be integrated, upstream preparation with finance teams for historical integration, post-implementation monitoring for continuous improvement,
- Participate in the due diligence of the sale of an entity: preparation of the data room and the seller information document in conjunction with the investment bank,
- Establish a transfer pricing policy with an adjustment of intra-group transfer prices to reduce tax risks in line with OECD guidelines,
- Coordinate risk and insurance management: group-wide coverage of property damage, transportation, cyber fraud and general liability risks.

janv. 2014 / janv. 2017

CFO of the French BU - Seita cigar - French market Paris
Net revenue EUR 35m - management 5 - brands : Cohiba, Partagas, Niños...

Creation of this separate business unit to revitalize the cigar business

- Set up a reporting stream and dashboards to properly manage the activity,
- Provide visibility on this activity (regular business plans) in a context of declining sales volumes: trade-off between being ambitious and realistic,
- Supervise and manage the FP&A processes,
- Supervise the logistic activity: imports from Spain and Dominican Republic,
- Manage successive increases of taxes and change in legislation.

janv. 2010 / janv. 2014

Group Internal Audit Manager Paris
Net revenue EUR 8bn - management 6

Manage audit missions in Europe, USA and Africa; review of different businesses: plants, logistics, distribution, support activities, and also sensitive reviews such as fraud

- *Develop a transversal audit of risks and processes rather than a site-by-site approach,*
- *Manage sensitive risks such as the adequate stock coverage of finished products (potential overstocking) with important financial, health and image impacts,*
- *Accelerate the audit process: audit report communicated 2 days after the end of the review vs 10 previously*

janv. 2006 / janv. 2010 Commercial

CFO - Chad market Chad

Net revenue EUR 30m - 140 employees - Management 8 - Member of the executive committee - Supervision of local factory

Supervise all finance functions in a context of very strong commercial growth and in a new environment

- *Supervise accounting, management control, IT and human resources (8 people),*
- *Ensure a good relationship with tax authorities, suppliers, legal auditors,*
- *Manage a very strong growth with a 40% increase in turnover over the period,*
- *Manage conflicts: disputes with certain administrations, especially during tax disputes,*
- *Reduce costs by developing long-term relationships with the main suppliers: banks, insurance companies,*
- *transport companies, raw material suppliers,*
- *Improve working capital through shared and agreed KPIs between the factory, logistics and finance teams,*
- *Act as general manager during interim periods.*

janv. 2004 / janv. 2006 Management controller

Africa and Middle East markets Paris

Net revenue EUR 600m - 9 subsidiaries - 4 export markets

Management of the industrial and sales perimeter of 9 subsidiaries and 4 export markets (sales to distributors)

- *Carry out forecast planning and analysis (FP&A), monitoring and control of all costs and variance analysis,*
- *Manage the budget process used as a reference for price, cost and volume variance analyses,*
- *Manage the sub consolidation level, in particular the restatement of intra-group margins,*
- *Validate investments by challenging project managers.*

janv. 2001 / janv. 2004 Senior auditor

Paris

Manage multiple site audits with progressive responsibility over all financial statements as well as supervision of junior auditors

- *Audit legal entities and consolidated accounts: MMA insurance, BNPP real estate, Bank Santander, SCOR...,*
- *Conducting interim reviews: process evaluation and risk analysis.*

DIPLOMES ET FORMATIONS

sept. 1996 / juin 2001 Specialization in finance - Master's degree - BAC+3
E.D.C. Paris Business School

/ juin 1996 Baccalaureate in economy, English option Languages French: Native - BAC

sept. 1986 / juin 1990 New Jersey & NY

COMPETENCES

ERP, Microsoft Dynamics replacing SAGE, teams for, banks, insurance companies, reference for, Excel, advanced, Microsoft Dynamics, SAP - SAGE

COMPETENCES LINGUISTIQUES

Anglais

CENTRES D'INTERETS

Sport competitions, marathons, cross country skiing (Transjurassienne), Interests Novels, theatre, sailing, discovering new cultures...