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| **Konstantinos ACMA****Konstantinos.370999@2freemail.com** |
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| **Executive Summary** |
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| **Chartered Management Accountant, with +12 Years of Finance management experience, within top tier multinational & local companies of diverse market fields consisting of: Steel manufacturing, Pharmaceutical, FMCG, & Coffee Retail****Areas of expertise:*** **Performance Management / Management reporting**
* **Business Planning & Analysis**
* **Cost controllership & Decision support**
* **Strategic Planning**
* **Managing end to end finance processes & projects by coordinating teams**
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| **Work Experience** |
| **07/2013 – today****07/2010 – 06/2013**10/2012 – 06/2013 | **Corinth Pipeworks (CPW) S.A – Viohalco Group - Greece**“CPW is a member of Viohalco Group, a metal manufacturing & processing group of ~€3,000m turnover and ~9,000 FTE’s listed in Euronext Brussels and the Athens Stock Exchange. CPW, is a world leading manufacturer of welded steel pipes, for the project based Oil /Gas and construction sectors, with exports to > 40 countries. Customer service is provided by utilization of 7 production mills with annual production capacity of ~950K Tons. Consolidated Turnover for 2016 was ~€300m, generated from a fixed asset base of ~€200m, handled by a manpower of ~600 FTE’s (including subcontractors)”**Financial Planning & Reporting Manager,** – Selected for a newly created role, reporting to the CPW Group CFO & managing a team of 3 FTE’s, 2 Financial Analysts, and the Plant Cost Controller. **Responsibilities/Accountabilities**: * Strategic Planning & “Gap” analysis
* Financial Planning & analysis
* “Capex” Investment appraisals
* Project costing appraisals of Tenders
* Production Cost optimization projects
* Production Cost Control, “Capex” control, “Opex” Control
* Operational (KPI) / Management & Group Reporting

 **Key projects & achievements:*** **With my team, designed, implemented & rolled out a new budgeting process, facilitating scenario & sensitivity analysis. The project’s success led to robust budget plans & solid variance reporting from 2014 & onwards**
* **Successfully implemented & rolled out the Strategic Planning process. Process’s Success was under the condition to: Lead Gap analysis per control unit, & coordinate project design among control units to mitigate gaps. Following, drafted the first company 5 year Strategic Plan connecting projects from “Gap” analysis with their progressing KPI’s, sensitivities & scenarios**
* **Led the design & roll out of a monthly “KPI” reporting process, with focus on Production Performance / Production Cost KPI’s & OPEX control, facilitating performance management, cost control & comparisons vs standards & Budgets**
* **Analysed, evaluated, communicated & consulted top-management for the impact of potential courses of action, regarding 5 complex business cases – (investment appraisals, potential Mergers & Acquisitions) within a 3 year period**

**Novartis - – Athens, Greece****Senior Business Planning & Analysis Manager**– reporting to the Head of BPA & to the CFO of the Greek Novartis organization **Responsibilities / Accountabilities:*** business partnering with 4 commercial units of the Pharma division – (annual turnover >$400m)
* development of a range of performance measurement, decision–making & reporting tools, applying sensitivity and scenario analysis methodologies
* optimization and alignment of processes regarding reporting & analysis
* coaching and supervision of 4 BPA managers on deadlines & deliverables
* support to top management decisions by providing financial insights

**Key projects & achievements:*** **designed and used event tracking tools, which monitored the evolution of specific events with bottom line financial impact > €1m**
* **trained new-hired team to carry out the budget process**
* **Return on sales (ROS) % maintenance vs. Budget achieved in 2012, due to the financial simulation (within a model) of a Profit Protection Plan, which facilitated top management to business intelligent decisions**
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| 07/2010– 09/2012 | **Business Planning & Analysis (BPA) Manager** – reported to the Head of BPA of the Greek Novartis organization**Responsibilities / Accountabilities:*** business partnering to the commercial units of the Pharma division – Primary & Specialty Care (annual turnover $200m)
* member of each Business Unit’s leadership team
* preparation of budget proposals, and submission (of management decks) to Regional HQs

**Key projects & achievements:*** **designed and implemented a Company & Business Unit, free cash flow monitoring & reporting process**
* **designed & rolled out new 5-year strategic plan/ financial models, per commercial team, within the context of the Novartis Strategic planning Framework**
* **upgraded & automated price, volume & mix sales analysis, saving 1 FTE day/month, from reporting process**
* **created a Tender pricing tool which facilitated pricing strategies for > $1m tenders**
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| **01/2008–06/2010** | **Starbucks Coffee Company**, **, Athens - Greece****Senior Financial Analyst** – reported to the 6 country Cluster CFO, 1 junior analyst reporting to me**Responsibilities / Accountabilities:*** appraisal of investments/divestments and evaluation of performance for an ~80-store portfolio within 4 countries (Greece, Cyprus, Romania, Bulgaria)
* organization and roll-out of the annual operating plan (Budget)
* support of cash flow management (through weekly reporting), preventing liquidity gaps
* business partnering with the commercial teams, communication for bottom up budgets, identification of trends and improvement areas
* preparation of consolidated budgeting proposals to the BoD
* optimization of management reporting

**Key projects & achievements:*** **Key contributor in the implementation of the “Business Objects” platform, resulting in 50% reporting automation**
* **aligned 4 countries concerning reporting & consolidation**
* **led store divestment proposal, sponsored by the CFO**
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| **09/2005–12/2007** | **Johnson & Johnson Hellas S.A.**  Athens - GreeceFinancial Analyst – reporting to the J&J Financial Controller**Responsibilities / Accountabilities:** * rolling out the annual operating plan, monthly management reporting, business partnering with the Pharmacy Channel team
* monthly, quarterly, year–end financial reporting to J&J’s HQ’s

under US GAAP* converting accounting records from Local GAAP to US GAAP, enabling financial reporting to Group HQ J&J USA

**Key projects & achievements:*** **full responsibility for the financial control of Vistakon, a J&J subsidiary (annual turnover $2m)**
* **Member of J&J’s “High Performance Team”**
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| **08/2004–09/2005** | **Citibank International Plc.**, Greece, www.citigroup.com**CitiGold Executive** **Responsibilities / Highlights*** wealth management and investment consulting (portfolio of >€25m)
* premium customer relationships management
* **exceeded business development targets by 10% from the 1st year**
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| **Education & Professional Qualifications** |
|  | CIMA– The Chartered Institute of Management Accountants, UKChartered Management Accountant – Associate, **(ACMA)** |
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| **2002–2003** | **University of Manchester – Manchester Business School**, UK**MSc in Finance**  |
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| **1997–2001** | **The American College of Greece–Deree**, Greece**BSc in Business Administration** (Major in Accounting and Finance) |
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| **IT Skills** |
| **ERP & analysis software**: Multi Year Experience in **SAP, SAP/BW, SAP/BO** (Business Objects)**Analysis tools**: **Expert Excel (financial modelling) & PowerPoint** skills**Reporting Platforms**: Experience in **Cognos TM1**, **Hyperion Oracle** |

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| **LAnguages** |
| **English: Expert****Greek: Mother tongue****French: Intermediate** |