

JAVIER HALABI

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Executive Summary

Passionate, strategic and change embracing leader with over 15 years of progressive professional experience in multinational companies with focus on improving financial performance, business growth and compliance. Strong background in running multi country operations (+250M USD) and new business start-up. Ability to resolve conflicts in matrix organizations, recognized for translating complex objectives into tangible actions plans. An empathetic leader, that foster common values across teams, with proven experience in client relationship, capable of balancing short-term goals with long-term strategy. Catalyst of financial transformation projects (RPA, ERP & Reporting systems).

Highlights

- YoY Revenue growth 9.8% - Revenue target achieved 98% Gross Margin improved 300bps
- Start-up LATAM Finance Shared Service Center for 130 resources
- DXC Technology Argentina Employee of the year 2019

Professional Experience

DXC Technology, *Finance & Operation Director for Financial & Administration Services* **Jan 2019-Present**

Grew DXC Argentina operation 10% as result of setting up operation of F&A services for Arcos Dorados (McDonalds) supporting over 2B$ in 19 LATAM countries with client facing and commercial negotiation responsibilities. Accounting, Invoicing, Collection, Accounts Payables, treasury & audit leading and communicating plans for 130 resources. Process digitalization & RPA implementation. +50 SOX controls, 20 SLAs.

- Built shared values for a team that started project from zero, and lead transformation through vision
- Took over operation from incumbent vendor in 4 months with no shadowing due to client restrictions
- Negotiated additional revenue of +500K in year one of the operation
- Over 10 processes re-engineered & RPA implemented by year 2 saving annually over 150K

DXC Technology, *Chief Financial Officer (CFO) LATAM North* **Apr 2017- Jan 2019**

Managed P&L for +150M USD Revenue per Year as well as Cashflow, Balance sheet and Risk & Opps. Responsible for new deals approval and 3-year-plans. Lead corporate analysis for 3rd party cost reduction initiatives, legal entity and real estate consolidation plans. Senior management reporting and executive presentations. HR partnership for local benefit & rewards policies and participated in mentoring programs.

- Drove a Revenue Recognition disposition change to report over 4M additional revenue in 2 contracts
- YoY Revenue growth 9.8% - Revenue target achieved 98% Gross Margin improved 300bps
- 3rd party services cost reduction >200K annually
- 5 days DSO reduction including 5M Payment plan negotiation with client suffering a cash shortage

Hewlett Packard Enterprise, *FP&A Manager Spanish Latin America* **Aug 2012- Mar 2017**

Financial Planning & Analysis Manager supporting +250M Revenue per year. Lead a team of 5 finance supervisors across multiple countries across Latin America. R&O, CAPEX, KPI, Balance Sheet, Cashflow management. Determine correct revenue recognition and asset impairment policies under US GAAP. Master data management. Prepare executive presentations.

- Participated in Company Worldwide High Potential program. MADO project earnt 2nd place
- SME and regional POC for new reporting system implementation

Hewlett Packard, *Senior Financial Analyst/Argentina Finance Lead* **Aug 2008- Jul 2012**

Financial support to multi-country deals +50M Revenue/year. Forecasting, budgeting, monthly reporting analysis. Invoicing. CAPEX control. Argentina finance team lead 7 analysts. Responsible for internal/external audits.

Other professional experience **2004-2008**

Fiat Argentina - Fixed Assets Senior Analyst
SYC Outfitters - Controller
Tecpectrol - Junior Analyst
Estudio Contable Varela - Junior Analyst

Education

Certified Public Accountant (CPA) Universidad Nacional de Córdoba	1999-2004
First Certificate English (FCE) Private School/Lorraine Martin College (Autralia)	1993-1998
Six Sigma (Yellow Belt) FIAT Argentina	2007
Project Management (PM) Instituto Argentino de Administración de Proyectos	2009
Master in Business Administration (MBA) Universidad de San Andrés	2021-2022

Languages

Spanish – Native English -Professional Portuguese - Intermediate

Skills

Communication - Team Leadership
Emotional intelligence
Flexibility & Resilience
Influence & Negotiation in matrix organizations
Executive Presentations
Vision to action to outcomes
Cost Reduction Initiatives
Enable and empower teams
Financial Planning
Mentoring - Coaching
Budgeting and forecasting
Process LEAN - RPA
SOX Controls
US GAAP - IFRS accounting