CLAUDIO ALBERTO MARTIN

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Argentine/Spaniard (Double Nationality) - 09/15/1973 - Married
DNI (ID Nbr): 23.472.835

PROFESSIONAL PROFILE:

Contador Público Nacional (Certified Public Accountant- CPA) with professional experience acquired in the Accounting – Administrative and Financial areas of well-known companies.

STRENGHTS:

Pro-Active and results-oriented with broad experience in all aspects of accounting and financial management. Demonstrated hands-on management style in the development and implementation of strategic plans to ensure company growth. Solid planning and organized skills in coordinating all aspects of each project from inception through completion. Sees the big picture and plans appropriate strategies to achieve results. Well disciplined with proven ability to manage multiple assignments efficiently under extreme pressure while meeting tight deadline schedules. Strong team builder and facilitator, fosters an atmosphere that encourages highly talented accounting professionals to balance high-levels skills with maximum production. Ascertains needs and goals, streamlines existing operations, turns around unprofitable functions, envisions new concepts and future trends, and follows trough with development, direction, and accomplishment. Effectively communicates direction, commits people to action, and conveys complex information in easily understood formats. Computer literate. Specialist in Starts up. Open to travel. Involved in the operation, sales, daily business in the different countries that are assigned.

PROFESSIONAL EXPERIENCE:

Quiroga Media (Media – Publicity)

Global Controller (Americas) **03/2022 - Today**

- Being right hand of the owner of the company and his eyes to secure the assets and income
- Plan, forecast, review of actuals against forecast with each country manager and do mitigations plans to cover GAPs if any differences with the planned amounts.
- Opening new branches abroad (statutory, legal docs, filings, taxes, team, etc)
- Review of month closing of each branch / country
- Review of the margin of each customer

Achievements:

Implementing the accounting system in Mexico and USA (standardization)
Risk mitigation in Mexico branch

Renegotiation of fees and expenses in Mexico branch for 15%





Atlas Copco (Tools supplier)

Business Controller for South America **6/2014-2/2022**

- Acting as BLM or Service Mgr for 6 months (operations, adm, sales, while keeping my actual role)
- Acting General Manager from Feb 2019 till Jun 2019 (while keeping my actual role)
- Trade compliance in COMEX responsible for the region
- Corporate reporting for South America of the different brands and divisions of Atlas Copco
- Planning, Forecast, Collections, Inventory, Month Closing review and explain against to Forecast and Target nbrs
- Resolves inquiries from all managers regarding monthly financial results. Work with domestic and international finance teams to analyze and explain variances.
- Supervises and monitors Corporate accounting staff, enforcing standards and schedules assigning work to comply with closing calendar, reports, targets and implement corrections whenever it is needed to meet targets and policies
- Leads and assists in the development and implementation of special projects that contribute to process improvement
- Pricing, revision of margin per products and suggestion to improve the contribution.
- Advisor and coaching of Anticorruption practices, control enhancement, etc.
- Secure and adequate internal control process. Being also international internal auditor
- Works as financial consultant to develop the business in accordance with the strategy and targets of the company.
- Work with the sales team, operations, customer care, logistics, clients, distributors, etc to achieve the results of the company.
- Being the right hand of the General Manager of the region to achieve the results planned.
- Involved in the operation and customer care dept so as to deliver the target agreed
- Being the liason with the VPs of the Head Quarter to download the strategy and match the plan
- Reviewer of accounts of the Sweden Chamber of Commerce (2016-2018)

Achievements:

Reduced the indirect expenses by 3%.
Reduced some expenses such as mobile phones by 50%
Recovered some tax credit for USD 200K that were sent to expenses for 18th months before I entered to the company.
Improved the importation ratio quota in Argentina by changing the strategy of how we were filing the DJAIs and 2 years later also did it with the SIMIs
Reduced the DSO ratio by 50% in 6 months.

Worked together with the commercial division and won 20% of market share for our company in 1 year.
Recovered and increased volume by 25% one distributor in Chile (2016 vs 2015)
Worked on the processes and closing to avoid picks and valleys of indirect expensive and being a predictable region.
Implemented SAP in a remotely way in South America in a successfully way during

Covid19 (first experience worldwide)
Reduced expenses in 2020 in the region for more than 20% without dismissals.
Recognition in Aug 2020 for the General Manager and President of the company for going beyond my task and secure the assets of the company and save more than USD 700K in a legal case.

Avnet SA (Technology seller) **9/2012 – 6/2014**

Controller Argentina and Chile

- Corporate reporting for the South Cone Region
- Planning, Forecast, and their explanations to Actual nbrs
- US and local Gaap. SOX compliance. Internal and External audit responsible.
- Resolves inquiries from all managers regarding monthly financial results. Work with domestic and international finance teams to analyze and explain variances.
- Supervises and monitors Corporate accounting staff including enforcing work standards and schedules assigning work to staff timely review of staff work for adequacy and take the steps to correct inadequate performance
- Leads or assists in the development and implementation of special projects that contribute to process improvement
- Serves as liaison between Corporate Finance and other corporate and operating group management
- Pricing, revision of margin per products and suggestion to improve them.
- FCPA advisor and coaching for the region, control enhancement, etc.
- Legal advisor.
- **Winner of the 2nd place of CFO Award 2013 worldwide given by the CFO of Avnet**
- Re implemented SAP system in Argentina.

Achievements:

Reduced the indirect expenses by 7%.
Reduced the quantity of bank account and reduced the interest rate incurred.
Implemented the FCPA rules for the region.

Chiemese SA (representative of airlines companies) **2/2012 - 8/2012**

Finance Supervisor

- Reorganization of the task of the Finance and Adm dpt.
- In charge of all functions with Delta Air Lines for Argentina, Venezuela, Dominican Republic, (payments, collections, reports, import, export, passenger, plan, procedures, politic liason, etc).

- In charge of all functions of HR of the company.
- Reorganization on how to do the different tasks in exports so as to comply with customs authorities, Delta Air Lines system and Collection system.

Achievements:

Reduction in the DSO by 40% by changing the procedures of invoicing and collection.
Changed the procedure of import and exports to an automatic one winning time and exactitude.
Negotiation of one-year penalties with Delta Air Lines and gained a waiver of it against the change in time of response and quality of information send to them.
Recover in 1 month work the commissions and refunds of 2 years not collected.
Reduction of time of closing the monthly books and explains them to the authorities of the company.



ACC Group (ex Sykes – ex ICT Services of Argentina SA) 04/2007 – 08/2011
(3rd purchase of the co)

Finance Director 12/2010-8/2011

- Renegotiation of the different contracts with suppliers and clients so as to improve the gross margins of the company.
- Reports, Cash Flow, Forecast, Plan, Bank Reconciliation, Taxes, Internal Audit, etc

Achievements:

General reduction of the absenteeism of the company in 20%
Reduction in the quantity of persons in long licenses in 50%
Indirect cost reduction of 7%
Improvement in the time of collections by 30%
Negotiation with Sykes to obtain USD 3,5M in cash plus keeping the company as the owner of it

Administration Director for Argentina 02/2010–12/2010

- Integration of the purchasing, infrastructure and risk mgtm areas of the different locations in Argentina.
- Renegotiation of contracts with customers and vendors for a better margin for the company.

Achievements:

Obtain a monthly cost reduction in Facilities due to the combination of sites in Argentina.

ICT Services of Argentina SA (Call center) 04/2007–02/2010

Finance & Administration Director for Latin America

- Improve the operation in Argentina, Mexico and Costa Rica, update reports, give accurate information.
- Pricing to customers for new business.
- Planning the expansion of the company for the rest 5 years in the region.

Achievements:

Accomplishment in changing the mentality of workers from a family company to a

Accomplishment in changing the mentality of workers from a family company to a multinational one.
Being negotiated all the contracts with clients successfully for the company in less than 4 months.
Implemented a new accounting system (Solomon)
Changed the relationship client – supplier to a strategic alliance (partnership) with our clients and supplier and leverage our operation (and also their ops).
Negotiated many benefits for our employees such as discounts in electro domestics, cell phones, etc.
Winning the leadership award given by the CEO of the Group for reverting the negative results of the co.
Designed a scorecard to daily overview the principal metries of the co and take action in case of not meeting the goals

Bax Global (Argentina) S.R.L. (Logistic and Freight forwarder) **01/2003-03/2007**

Finance & Administration Manager

- Local & HO accountancy, reports, bank reconciliation, cost reduction, personnel supervision.
- Local GAAP, US GAAP, IFRS, NIC, Sabarnes Oxley (SOX 302, 404), FAS 109, FAS 144, etc.
- Salaries, purchasing control, payments, accts reconciliation, VAT, Income tax, withholding tax, Gross Income tax, tax filings.
- Daily Cash Flow, annual plan, forecast, 5 & 10-year plan, variance analysis.
- In charge of the merger with Schenker Argentina.
- Appointed as Finance Manager of Chile office from Sep 06.

Achievements:

Being the station to follow in Latin America in relation to procedures, policies, auditing, accountancy, deadlines, etc.
Implementation of the operative and accounting system in Argentina, Peru and Chile
Start up of the company in Argentina
Having the smallest DSO in the region and one of the smallest worldwide.
Being the first country (Argentina) that merged with Schenker (who purchased Bax in 2006) worldwide.
Implemented synergies with Brinks (sister company) to improve costs and process.

Delta Air Lines Inc. **03/2001–12/2002**

Finance & Adm Manager

- Annual Plan, weekly Forecast, variances analysis, daily Cash Flow, reports to Latin America Director in USA.
- Procedures and Policy maker.
- In charge of Mexican and Chilean VAT reconciliation as well as other accts.

Achievements:

Having reconciled the Chilean station accountancy that was delayed and wrongly booked for the last 3 years (done it in 3 months).
Being one of the stations to follow in Latin America.

Having all the accounts reconciled properly for every single month close for all my time in Delta.
Start up of the operation in Argentina

British Airways Plc **11/1992-03/2001**

Senior Analyst (Acct, Fin, Adm, etc)/ Treasurer

- Purchasing, payments, collections. Paylink system for electronic payments in Argentina and Chile.
- Accounts and bank reconciliation & analysis.
- Annual Budget, variance analysis, daily Cash Flow.
- Reports to Finance, Sales, General Manager and Head Office.
- Salaries, internal auditing, withholding taxes.
- In charge of the Chilean station accountancy.

Achievements:

Having reconciled the Chilean station accountancy (cargo) delayed and wrongly booked for the last 5 years in 4 months.
Having all the accounts reconciled properly at the end of each single month close in all my time with British Airways.
Having the smallest DSO ratio in the Latin America Region.

EDUCATION

University: **Contador Público Nacional** (Certified public accountant) [Graduate 1999]
School of Economics/ University of Buenos Aires

Licenciado en Administración de Empresas (MBA) (gave it up in 2002)
School of Economics/ University of Buenos Aires

High School: **Bachiller Comercial and Perito Mercantil**
Escuela Superior de Comercio ´ Carlos Pellegrini ´ (1992)
General average: 9

COMPLIMENTARY INFORMATION

Languages:

-English – Bilingual Level (Oral & Written) (6 years at Asociación Argentina de Cultura Inglesa & level 13th at University of Buenos Aires)
-Portuguese – Basic Level

PC Knowledge:

-Windows, Word, Excel, Access, Power Point, Outlook, Lotus Notes, Program, design & animation of web pages.

Awards:

- Go beyond work and recovered USD 700K (2020) price by President of the company

- Best Controller Word Wide 2nd place given by CFO of Avnet Mar 2014
- Leadership Impact Award for extraordinary results given by CEO of ICT Group Nov 2008

Accountancy Systems:

A4O (Analysis for office), BIBO, Business Warehouse.
GPS (reporting system), Qlink sense, S.A.P., Esbasse (SAP application), other SAP subprograms (K2, Concur, Spirit, C4C, Esker, etc); Bejerman, Tango, Forward, Hyperion (reporting system), Solomon, Cosmos, Key Soft, Unibiz, PTA, etc.

Courses attended abroad:

SAP training BIBO / FI / Controlling and conceptual	2020
SAP training (Peru, Brazil, Chile)	2019 on going
Finance and Business Controlling Seminar	Chile 2018
Internal Audit Team Member (Internal Audit to USA entity)	USA 2018
Internal Auditor Training	Argentina 2017
Mercury Sales Training	Argentina 2016
Finance and Business Controlling Seminar	Sweden 2015
Finance and Business Controlling Seminar	Phoenix 2013
Web Vision (sistema de track and trace de Delta Air Lines)	Atlanta 2012
Applix	Philadelphia 2009
Esbasse (SAP application)	Atlanta 2002
S.A.P.	London 2001
Delivering Financial Success	London 2001
C.T.D. Course	London 2001
Public Finance	London 1995
Winning for Customers	London 1993

Courses attended in Argentina:

FCPA / Control Enhancement	BDO
Monthly meetings of Customs and Logistic Group	Baker & Mckenzie
Sox for non-specialists	BDO
Update in local Gaap, US Gaap and IFRS	C Prof. de Cs Económicas
Construction of the Control and Management Panel	C Prof. de Cs Económicas
Tax Updating	Instituto Argentino de Estudios Fiscales
Tango Accounting System.	School of Economics. UBA
Foreign Trade Intense Course	Bank Boston Foundation

Courses given abroad:

FCPA and Control Enhancement	Argentina 2013
FCPA and Control Enhancement	Chile 2013
VAT, local GAAP, accountancy and reconciliation	Chile 2002
Mismatch Report	Bogota 2000