

Marcelo de Macedo Botelho

532 Chiswick High Road – W45RG, London UK | +(44) 07428291424

m.botelho.m@gmail.com

<https://www.linkedin.com/in/marcelo-botelho-71a30514/>

Finance and business-oriented executive, results focused and commercially minded, with 15 years of progressive experience on multinational and SME's environment. Consistent experience at Board level for major companies with international exposure. Ability to perform functions from all Finance area, participating on strategic projects (start-up, mergers and acquisitions, software implementation process), demanding high flexibility and ability to interact with different cultures and stakeholders.

Main Experience:

- Strategic planning and execution;
- Management (Finance area and multi-functional teams);
- FP&A Management: Budget, Forecast, Strategic plans, board pack and strategic meetings;
- Acquisitions, disposals and integration
- Financial statements management: IFRS statements as well as monthly and quarterly review meetings;
- Controllership areas management: Accounting, Treasury, Payroll, IT, Legal and HRM;
- Internal control and procedures, external audit attendance, corporate policies alignments;
- Costs and profitability improvement management;
- Special projects, including feasibility and suitability studies, M&A and valuation.

In depth knowledge of the following business models:

Shipping, Port Terminals, Harbour Towage, FMCG Manufacturer, Leisure, Consulting (Big 4).

Work Experience

HAK AVIAMENTOS — Rio de Janeiro, Brazil

2015 – 2018

CFO of Textile FMCG manufacturer dedicated to producing and commercializing trimmings and elastics. Oversees the Following Areas: Finance, Accounting, Budgeting & Reporting, Human Resources, Supply Chain, IT and Legal.

- Incepted the business professionalization process, implemented best practices of corporate governance and procedures. Created the *Executive Committee*, the main body for deliberation within the organization.
- Recruited and hired a specialist to work closely with the Owners to segregate family issues from business.
- Leading the Company's turnaround, aiming to create structure for the new business strategy supported by *Falconi Consultores*, hired to withstand Strategic Alignment and Target Plan Management.
- Sponsored new ERP and MES (Manufacturing Execution System) implementation, saving 8% in production costs.
- Management of budget, forecast, KPI's and report processes.
- Overseeing Treasury and Controllership areas of the organisation

SAAM S/A GROUP — Rio de Janeiro, Brazil

2010 – 2015

CFO of Joint Venture between SAAM S/A (www.saamsa.com) and Boskalis Group (www.boskalis.com) for Harbour Towage operation in Americas. Main Responsibilities: Accounting, Treasury, Financial Planning, and Analysis, Adm & IT. Oversaw Accounting, Treasury, Financial Planning, Supply Chain, Human Resources, IT & Legal.

- Successfully implemented a Joint Venture between two competitors with minor impacts to the operations. EBITDA Margin before JV: ~30% / After: ~45%.
- Managed budget, forecast, KPI's and report processes in local currency and IFRS.
- Developed internal financial controls to ensure integrity of financial data, protection of corporate assets and adherence of corporate policies assuring a better corporate governance level.
- Led banking relationships with commercial banks and Government Foment Bank Institutions gaining the necessary funding to developing the company's growth projects (~USD 100 million in debt).
- Oversaw cash flow management, funding and investments.

LIBRA'S GROUP — Rio de Janeiro, Brazil

2005 – 2010

Head of FP&A / Finance Manager / FP&A Analyst: Head of FP&A of the main Group's Division: Port Terminals.

- Managed budget, forecast and KPI's processes.
- Participated jointly with Division's CEO and Corporate CFO on Division's Board meetings.
- Successfully created a new Harbor Towage Venture, elevating revenues from BRL 50 M to BRL 120 M in 3 years.

Education

Master of Business Administration (MBA)

University of Westminster – Westminster Business School | London, UK

Expected September 2018

Executive Development Program

Booth School of Business – University of Chicago | Chicago, USA

May 2014

Master in Business Management

Federal University of Rio de Janeiro (UFRJ) | Rio de Janeiro, Brazil

October 2012

Bachelor in Business Administration (BBA)

IBMEC Business School | Rio de Janeiro, Brazil

July 2004

Additional Information

Languages: English (proficient), Spanish (proficient), Portuguese (native)