



FLAVIO MACORIG

CORPORATE FINANCE | STRATEGY | CONTROLLING & REPORTING | FP&A
PRICING & REVENUE GROWTH | MODELLING | BUSINESS DEVELOPMENT

CONTACT DETAILS

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EDUCATION

- Master in Economic Sciences (MSc)
(1999 - 2004)
University of HEC Lausanne
- Master in Business Admin. (MBA)
(2006 - 2008)
Swiss Business School, Zurich

CERTIFICATIONS

- PMP Certified (PMI.org) - 2023
- Financial Modelling (Wharton) - 2023
- FinTech (Harvard) - 2022
- Business Strategy (Harvard) - 2022

LANGUAGE SKILLS

- French (C2) - Mother Tongue
- English (C1) - Fluent
- Italian (B1) - Conversational

ABOUT ME

Experienced Senior Finance Leader (MSc, MBA, PMP) with comprehensive business and operational expertise gained from key roles in leading multinational companies. With assignments in Switzerland, Northern Africa, and the Middle East, I've developed the ability to manage complex operations and adapt seamlessly to diverse cultural and business environments. Recognized for my loyalty, integrity, and strategic approach, I bring operational excellence and rigorous financial management to drive sustainable business growth. Known for my dedication to mentorship and cross-functional collaboration, I excel in simplifying complex financial concepts to foster alignment and have a shared vision across the organization.

SKILLS

- Financial Analysis & Reporting
- Budgeting & Forecasting
- Variance Analysis
- Cost Management
- Business Acumen
- Strategy Development
- People Development
- Analytical Thinking
- Problem Solving
- Leadership
- Customer Centric
- Collaboration
- Integrity
- Loyalty
- Inclusivity

PROFESSIONAL EXPERIENCE

IMI Hydronic Engineering International (2024 - 2025)

Head of Operations and Supply Chain Controlling
Climate Control Sector Operations

2024 - 2025
Eysins (CH)

Successfully transitioned from an interim leadership role in Accounting and Controls to overseeing Operations and Supply Chain Controlling across five factories. Spearheaded initiatives to optimize financial processes, enhance cost absorption tracking, and improve cross-site alignment on Transfer Pricing and Full Factory Cost methodologies. Delivered strategic insights to senior leadership, driving operational efficiency and financial transparency while maintaining strict adherence to IFRS standards. Played a key role in managing complex projects, including variance capitalization, CAPEX planning, and outsourcing impact analysis.

Philip Morris International (2004 - 2022)

Senior Regional Finance Manager
Co-Head of Regional Controlling (Eastern Europe)

2020 - 2022
Lausanne (CH)

My role as Senior Finance Manager Controlling placed me at the forefront of overseeing and managing the day-to-day financial operations across 10 diverse dynamic markets. My role was instrumental in synthesizing financial data, guiding budgetary discipline, and unveiling cost-saving opportunities with a deep commitment to exceeding all our regional KPIs. The role demanded a strategic mindset and a strong collaboration with various stakeholders to align financial goals and unveil operational efficiencies across the region.

Key Achievements:

- Managed innovative projects and cost-saving measures that saw an 8% cut in expenses;
- Improved the regional Working-Capital by 20% via enhanced inventories and receivables/payables management;
- Led data-driven enhancements in planning/reporting, optimizing operational decision-making and resource allocation.

AWARDS RECEIVED

- PMI Excellence Award - (2021)
- Above Call of Duty Award - (2020)
- PMI Excellence Award - (2013)
- Above Call of Duty Award - (2011)

FUNCTIONAL EXPERTISE

- Reporting & Controlling
- Financial Planning & Analysis
- Budgeting & Forecasting
- Project Management
- Business Development
- Pricing & Price Structures
- Revenue Growth
- Processes & Controls
- Ops Finance
- Stakeholders Engagement

IT SKILLS

- Microsoft Suite
- Power BI
- JDEdwards
- Cognos
- Citrix G-Suite

PERSONAL INTERESTS

- New Technologies
- Blockchain & Fintech
- Travels (>40 Countries)
- Hiking & Via Ferratas

Senior Regional Finance Manager

Head of Regional Planning & Business Dev. (Eastern Europe)

2018 - 2020

Lausanne (CH)

As the Senior Manager Planning for the region, I was instrumental in orchestrating our financial strategies, growth initiatives, and new market entries. With a keen eye on maximizing operational efficiency and leveraging competitive intelligence, my role was pivotal in steering the company towards informed decision-making and sustainable growth.

Key Achievements:

- Led new market entries in Belarus and Uzbekistan, surpassing initial projections and mitigating illicit trade in these markets.
- Acted as the SPOC for all finance-related matters in a high-stakes arbitration case (UK)
- Pioneered a monthly competitive intelligence newsletter and led the regional intelligence team, providing valuable insights and supporting strategic decisions across the region;

Head of Finance and Area Controller

Levant Area (Lebanon, Jordan, Palestine)

2016 - 2018

Beirut (LB)

International assignment as Area Financial Controller where I led the finance function (4 managers as direct reports and overseeing a team of over 30). On top of managing the day-to-day financial operations for 3 markets, my tenure was marked by successful initiatives in optimizing local production in Lebanon, streamlining operations in Jordan, and spearheading RRP product launches in Palestine, all while reinforcing financial controls and fostering team development.

Key Achievements:

- Drove strategic initiatives leading to an 8% financial target overachievement;
- Negotiated a new favorable excise tax structure with the Jordanian Ministry of Finance;
- Reinforced financial controls, eliminating all SOX deficiencies, thereby solidifying the financial integrity of our affiliates;
- Developed a skilled and dedicated finance team, reducing turnover through strategic development initiatives, including various training programs for all the functions, enhancing the financial acumen across the entire organization.

Head of Finance and Administration

Algeria and Maghreb (Algeria, Morocco, Tunisia)

2013 - 2016

Algiers (ALG)

International assignment as the Head of Finance and Administration for Algeria, with extended support to the Maghreb cluster (Algeria, Morocco, Tunisia). I led the finance and administration functions in Algeria (3 direct reports, total team of 12), driving financial excellence, team development, operational optimization, and commitment to the financial integrity of our affiliates.

Key Achievements:

- Diligently managed local finances, consistently outperforming set KPIs throughout my tenure;
- Spearheaded the enhancement of controls and processes, eradicating SOX deficiencies;
- Developed and implemented innovative tools and processes, accelerating the production of various financial reports and reallocating resources towards value-added activities;
- Coordinated initiatives to reduce illicit trade outflows with the help of the local authorities;

Various roles of increasing responsibilities in Finance

(Grouped)

2004 - 2013

Lausanne (CH)

Over this period, I progressed through roles of increasing responsibility. This progression not only enabled me to acquire and perfect a wide range of corporate finance skills, but also offered me the opportunity to explore various departments, markets and regions, familiarizing myself with their varied operational dynamics and complexities.

OTHER EXPERIENCES

In mid-2022 I decided to take a career break to follow my partner in the US for her short term assignment in Stamford (CT), I took the opportunity to actively engaged in professional development and knowledge-sharing initiatives, leveraging this period to enhance my expertise and contribute to the growth of emerging ventures:

- **Strategic and Financial Consulting for Startups** : Provided strategic and financial consulting to three early-stage startups, contributing to their financial planning and modelling, as well as their business development plans (*MycoFutures, BetterCallme, PuffyVapyUK*).
- **Online Course Development**: In order to share my expertise and knowledge with a wider audience, I created and published an online course on the Udemy platform on the topic of Excise Taxes (www.udemy.com/course/excise-taxes-essentials/).
- **Personal Website**: Developed my "Flavio Finance Academy" to demystify finance for everyone (www.flaviomacorig.ch).