



FLAVIO MACORIG

SENIOR FINANCE LEADER | FP&A · CONTROLLING · CORPORATE FINANCE · STRATEGY | 20 YEARS IN MULTATIONALS ACROSS CH · AFRICA · MIDDLE EAST · EASTERN EUROPE |

PERSONAL DETAILS

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ABOUT ME

Experienced Finance Leader (MSc, MBA, PMP) with 20 years of corporate finance expertise built across leading multinationals in complex, multicultural environments. Career spanning across Switzerland, Africa, the Middle East and Eastern Europe, leading finance teams, managing P&Ls, building complex business cases, coordinating new market entries, and partnering directly cross-functionally and with executive leaderships.

Known for translating financial complexity into clear, decision-ready insights. Trusted by leadership for a structured approach in high-pressure environments and for building finance functions that genuinely partner the business rather than just report on it. Consistent track record of developing finance teams, improving forecast accuracy, standardising reporting frameworks, and delivering measurable financial impact in every assignment.

				
20 YEARS EXPERIENCE	15+ MARKETS COVERED	30+ PEOPLE LED	5 FACTORY SITES	\$500M+ P&L SCOPE

CORE COMPETENCIES

- FP&A & Performance Management
- Strategic Finance & Projects
- Controlling & Reporting
- Budgeting, Forecasting & Modelling
- Pricing & Revenue Growth
- Cost Management & Efficiency
- Process Improvements/Automation
- Business Partnering
- Leadership & Team Development

LANGUAGE SKILLS

- French: Mother Tongue
- English: Fluent (C1)
- Italian: Conversational (B2)

PROFESSIONAL EXPERIENCE

IMI Hydronic Engineering International (2024 - 2026)

Head of Finance Controlling (Operations & Supply Chain)	2024 - 2026
IMI Climate Control Sector Operations	Eysins (CH)

Brought in as interim finance head for the Accounting & Control team; rapidly expanded scope to lead Operations & Supply Chain Controlling across five manufacturing sites (6 direct reports, 20 indirect). Served as finance business partner to the leadership, covering day-to-day finance needs, factory cost management, CAPEX planning, transfer pricing, and variance analysis.

Key Achievements:

- Reduced reporting cycle time by 2 days through streamlined/harmonized processes and KPIs.
- Developed various Power BI dashboards, improving real-time KPI visibility for management.
- Improved forecast accuracy from $\pm 30\%$ to $\pm 5\%$ via scenario planning and structured VA reviews.
- Led CAPEX for the sector (\$24m), improving the overall frameworks and business cases quality.

Philip Morris International (2004 - 2022)

Senior Finance Manager - Controlling	2020 - 2022
Regional Controlling Team (Eastern Europe)	Lausanne (CH)

Co-led the Regional Controlling function for Eastern Europe, acting as primary finance business partner to regional leadership team, translating financial data into strategic recommendations on budgets, cost efficiency, and performance outlook across 10 markets.

Key Achievements:

- Delivered a weighted average 8% reduction in operating expenses across my 10 markets.
- Improved regional Working Capital by 20% via inventory reduction and AP/AR discipline.
- Served as sole finance point of contact (SPOC) in a high-stakes international arbitration case (UK jurisdiction), providing financial modelling in support of the company's position.
- Received the "PMI Excellence Award" (2021) and "PMI ABCD Award" (2020).

EDUCATION

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

CERTIFICATIONS

- AI Frameworks Foundations - 2026
- PMP Certified (PMI.org) - 2023
- Financial Modelling (Wharton) - 2023
- FinTech (Harvard) - 2022
- Business Strategy (Harvard) - 2022

AWARDS

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

IT SKILLS

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

PERSONAL INTERESTS

- New Technologies & AI
- Travels (>40 Countries)
- Outdoors Activities
- Entrepreneurship & Teaching

Senior Finance Manager - Planning

2018 - 2020

Regional Planning & Business Dev. Team (Eastern Europe)

Lausanne (CH)

As the Senior Manager Planning for the region, I was the financial architect behind regional growth initiatives and new market entries. For each strategic initiative, I was coordinating market feasibility, scenario modelling, margin analysis, FX risk assessment, and full business plan execution, working cross-functionally with commercial, marketing, legal and operations teams.

Key Achievements:

- Led new market entries in Belarus and Uzbekistan, surpassing initial volume projections.
- Built new scenario planning and sensitivity analysis frameworks as decision-support toolkit.
- Launched a monthly competitive intelligence newsletter, providing valuable insights and supporting strategic decisions across the region.

Head of Finance and Area Controller

2016 - 2018

Levant Area (Lebanon, Jordan, Palestine)

Beirut (LB)

International assignment as Area Financial Controller with full leadership of the Levant finance function (4 direct reports, team of 30+). Oversaw financial operations across three markets while driving market-specific strategic initiatives: local production optimization in Lebanon, excise tax reform in Jordan, RRP (Reduced-Risks Products) launch in Palestine.

Key Achievements:

- Drove strategic initiatives leading to +10.6% financial target overachievement across all markets;
- Negotiated a new favorable excise tax structure with the Jordanian Ministry of Finance.
- Reinforced financial controls, solidifying the financial integrity of all our affiliates.
- Built and retained high-performing finance teams through structured development programs.
- Developed a cross-functional training ("Finance Academy") to increase overall Finance acumen.

Head of Finance and Administration

2013 - 2016

Algeria and Maghreb (Algeria, Morocco, Tunisia)

Algiers (ALG)

International assignment as the Head of Finance and Administration for Algeria, with extended support to the Maghreb cluster. I led the finance and administration functions in Algeria (3 direct reports, total team of 12), driving financial excellence, team development, operational optimization, and compliance 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.
- Designed reporting automation tools that accelerated financial report production and freed team capacity for higher-value work.

Various roles of increasing responsibilities in Finance

2004 - 2013

(Trainee → Analyst → Senior Analyst → Supervisor → Manager)

Lausanne (CH)

Over this period, I progressed through roles of increasing responsibility, building a comprehensive corporate finance foundation across FP&A, Accounting, Internal Controls, Consolidation, Business Development, and Budgeting & Reporting. I also had the opportunity to explore various 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 for her short term assignment in Stamford (CT-USA), I took the opportunity to engage in professional development and knowledge-sharing initiatives, to enhance my expertise and contribute to the growth of emerging ventures:

- **Strategic and Financial Consulting for Startups** : Provided financial and strategic advisory to three early-stage ventures covering business planning, financial modelling and go-to-market strategy (MycoFutures, BetterCallMe, PuffyVapyUK).
- **Online Course Development**: Created and published an online course on Udemy on the topic of Excise Taxes to share my expertise globally (www.udemy.com/course/excise-taxes-essentials/).
- **Personal Website**: Developed my "Flavio Finance Academy" to demystify finance for everyone and make corporate finance accessible to non-specialists (www.flaviomacorig.ch).