

LEOPOLDO SORIA NÚÑEZ
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PROFILE: 32 years experience in financial responsibilities, being 26 Financial Director in international companies (Europe and USA). Auditor CPA. Experience in manufacturing, service and distribution companies from 12M€ to 120 M€ revenues. Experience in profitable and expanding companies, as well as loss making ones. I have managed teams over 20 years and up to 42 members. I have reported to international Boards in matrix organizations as well as company owners directly. Proactive business advisor and decision making.

STUDIES: -DEGREE in Business Administration by Madrid Autonomous University (1984).
-AUDITOR. Official chartered accountant, member of ROAC (Spanish CPA register).
-EXPERT IN ERP's (Navision, JDEdwards, Oracle, SAP, JDA and other self developed applications) and all Microsoft applications.

LANGUAGES: -ENGLISH: Fluent. Used on a daily basis in negotiations, presentations, reports, conference calls...etc.
-SPANISH: Native.

SPECIALTIES:

-International reporting packages.	-Mergers, acquisitions and liquidations.
-Control management (KPI's and BSC).	-Business restructuring and reengineering.
-Accounting systems and procedures building-up (USGAAP, IFRS, local).	-Cost control and expense reduction projects.
-Internal controls implementation (SOX compliance).	-Cash and Working Capital management.
-Investment projects analysis and control.	-Financial statements consolidation.
-Start up of new businesses.	-Searching of financial resources.
-Opening retail stores.	-Business analysis and strategic planning.
-Building-up of Shared Services and financial departments.	-ERP system migrations or implementations.
	-Import/Export trading.

EXPERIENCE:

Oct. 10 – Today: Finance Director. MARFLET MARINE: Spanish shipping company. Revenue: 30M US\$, 20 employees. 5 Chemical tankers.

Nov. 01 – May 09: Finance Director Spain & Portugal. OFFICE DEPOT: North American company, one of the largest sellers of office products and services in the world. Revenue: 100 M€. Retail, catalogue and sales force channels. 350 employees, own warehouse 12.000 m² and call center.

July 93 – Nov. 01: Finance Director Spain & Portugal. TYCO HEALTHCARE – MALLINCKRODT MEDICAL: American multinational pharmaceutical and medical devices manufacturing company. Revenue: 24 M€. Sales force. 70 employees. 2 warehouses. Focused on public sector customers.

April 91 – July 93: Finance Director Spain & Portugal. PERGUT, S.A: Spanish manufacturer of sterilizing devices and operating room equipment. Import-export. Revenue: 12 M€. Sales force. 60 employees. Own factory. Mexican Joint Venture.

Feb. 90 – April 91: Finance Director Assistant. NOKIA CONSUMER ELECTRONICS: Finnish multinational seller of electronic consumer devices. Revenue: 48 M€. Sales force. 60 employees. 1 warehouse.

March 88 – Feb. 90: Financial Analyst. RJ REYNOLDS TOBACCO CO: Manufacturer American multinational company of tobacco and cigarettes (Winston, Camel). Revenue: 120 M€. Sales force. 250 employees. Own factory in Canary Islands.

Nov. 84 – March 88: Auditor. DELOITTE – KPMG: Auditing and Consulting multinational company.

DETAILED WORKING EXPERIENCE:

MARFLET MARINE: ACCHEIVEMENTS: Renegotiation of the financing for ships construction given by HSH Nordbank in Hamburg and the refinancing with DVB in Norway for a financial facility of 80 million USD and NIBC in Holland by 12 million USD. Financing of new constructions of 40 million USD by a Financial facility by 18 million USD.

OFFICE DEPOT: PROJECTS:

Catalogue business start-up in Spain. Company creation and building of finance department. Accounting ERP system and administrative procedures implementation. International reporting package implementation. Total revenue of 40M€.

Catalogue business start-up in Portugal. Company creation. Business integration into the accounting system. Revenue: 12 M€.

Retail Business Start-up in Spain. Opening 6 stores in Madrid. Revenue of 16 M€.

Purchase and merge of Guilbert company in Spain and Portugal. IT system integration of both companies (SAP, JDE), their related bookings and operating procedures. International reporting package integration. Warehouse integration closing Guilbert's one and including its activity into Office depot's warehouse. Employee restructuring removing redundancies. Adding 50M€ of business to the company.

Global business rationalization. After Guilbert merger we proceeded to rationalize the whole business structure, simplifying processes, integrating functions, eliminating redundancies. We closed SAP system and moved operations to JDE. We also closed certain business segments that weren't profitable and revamped the whole sales force. We also reduced costs by creating, at European level, a Shared Service Center in Romania where all back office functions of finance (Cash applications, payments, credit and collections... etc) were transferred. After these rationalizations the business in Spain started to become profitable.

FUNCTIONS: Manager in charge of the Finance Department and a member of the Executive Committee, managing 42 people. Finance and accounting responsible. Internal controls and procedures implementation. International and local financial reporting package. Operating, strategic and monthly planning. Control management, KPI and BSC. Investment analysis of new projects. Treasury management and tax filling. Third parties negotiations (Banks, auditors, lawyers, Public admin. services providers...etc.).

TYCO HEALTHCARE – MALLINCKRODT MEDICAL: PROJECTS:

Integration of Mallinckrodt operations into Tyco Healthcare ones. After Mallinckrodt's acquisition by Tyco we closed Mallinckrodt system (JDE) and migrated to Tyco's (JDA). We had to redefine processes to both companies into the same accounting and reporting system.

Merge of companies Mallinckrodt Madical and Mallinckrodt Ibérica. Integration of both IT systems, accounting procedures and reporting. A saving of 1,2 M€.

Integration of "medical devices" division bought to Nellcor Purintan Benet. Inclusion of this new division into the Mallinckrodt accounting, procedure and reporting system. Opening of a new warehouse for it. Turnover increase by 12M€.

Setting up and management of a Shared Service division. Integration of all non commercial activities (Finance, HR, supply chain, IT, Customer Service...etc.) under my responsibility, making the reorganisation of these depts.

IT Systems rationalization. Full migration as country pilot, of the ERP from NAVISION to JDE, developing the project for four months in The Netherlands. Improvement of the computer network to be in sync with the group standards. Management of the project Y2K.

Improvement of Public Administration collections. Key factor of company cash flow that historically used to be longer than one year on average, I managed to reduce it to less than 7 months.

FUNCTIONS: Manager in charge of the Finance Department and member of the Executive Committee, managing 10 people. Finance and accounting responsible. Internal controls and procedures implementation. International and local reporting package. Operating, strategic and monthly planning. Control management, KPI and BSC. Investment analysis of new projects. Treasury management and tax returns fillings. Third parties negotiations (Banks, auditors, lawyers, public admin. services providers...etc.). IT systems and HR functions.

PERGUT, S.A:

ACHIEVEMENTS: Rationalization of the finance structure of the company. Family owned company that sold to Public Sector (Social Security) and private hospitals that also export. Seriously affected by the delay on payments by the Public Sector I had to re-build the whole financial structure in order to keep operations going. We took on several financial instruments like factoring, export line financing, discount, assets leaseback and other credit lines. We also negotiated with a Private Equity company in order for them to take a part of the ownership.

FUNCTIONS: With a direct report to ownership of the company I was responsible of the whole finance area, HR functions and IT Systems as well. I managed 10 people.

NOKIA CONSUMER ELECTRONICS:

PROJECTS: Review and re-building of internal control processes.

FUNCTIONS: Reporting to Financial Director I was in charge of accounting, taxes, auditors relationship, investment analysis and the corporate reporting package, having 1 employee in my charge

RJ REYNOLDS TOBACCO CO:

FUNCTIONS: As part of the budgeting department I prepared the monthly forecast, Annual Operating Plan and Strategic Plan of a group of western European Countries (France, UK, Canary Islands (Factory), Portugal, Spain and Andorra). This also included the factory's analysis in Canary Islands. This info was sent to Headquarters in USA. I was also in charge of investment analysis of any Capital Expenditure planned for these countries or any other analysis of the business evolution or sensitivity analysis to support any business decision.

DELOITTE – KPMG:

FUNCTIONS: Those typical of a senior auditor, having been in charge of teams of 5 people and audited companies of a wide range of activities (Shipyards, large supermarkets, Interbank markets, paint manufacturers, wineries, refineries...etc.).