

# Andrés BINDER

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Senior multilingual Executive with international experience as CFO / General Manager and Advisor to Multinational and Family companies. Multidisciplinary teams management. Client oriented. Identification and implementation of initiatives and strategic projects addressing synergies, process flow optimization (lean – continuous improvement), internal/external clients' communication and productivity improvement.

## Areas of Expertise

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|--|-------------------------------------|-------------------------------|
| + Project Management                       | + Attention to Market Opportunities | + Change Management           |
| + Process Design and Implementation (Lean) | + Contracts Negotiation and M&A     | + Building Empowered Teams    |
| + Costs Reduction, Accounting/KPI          | + Logistics, Supply Chain           | + Communication at all levels |

## Profile Highlights

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|---|--|
| + <b>Geographical Experience:</b> Argentina, USA, Italy and Portugal with minor exposure to Brazil, Canada, France and Uruguay.             | + <b>Languages:</b> Spanish (native), English (97% bilingual), French, Italian and Portuguese (fluent while writing is outdated).              |
| + <b>Organizational Structures:</b> Worked at Corporate and Subsidiary within Multinational Companies as well as within Family enterprises. | + <b>Development:</b> Industrial Controller Manager, Regional Controller, CFO, (HR, MIS, Logistics, other BO activities) to Managing Director. |
| + <b>Strong Accounting Background:</b> Comfortable working under USGAAP, SOX and IFRS.  | + <b>Financial Markets Background:</b> Wealth Management and Short and Midterm trading.  |
| + <b>Education:</b> MBA: INSEAD Fontainebleau - BA: Industrial Engineer: Universidad de Buenos Aires  | + <b>Sales Background:</b> B2B, E-commerce, Indirect sales through Distributors, Retail (IT, Sportswear with less extend)                      |
| + <b>Mobility:</b> geographical flexibility.  | + <b>Nationality:</b> Argentinean – Portuguese (EU)  |

## Key Accomplishments

- q **Company Turnaround**
  - o We turned a MM\$250 business, from a loss of MM\$100 to MM\$6 in 2 years through a spin-off, M&A, and repositioning.
- q **Entrepreneur, innovative, problem solving, strategist with solid negotiation and financial acumen.**
  - o Engineered and implemented a plan reducing 40% the Group's tax exposure by optimizing transfer prices.
  - o Created an allowance fund at zero cost, by taking advantage of tax regulations.
  - o Launched my own Interim Management Company and Adviser in Management business.
  - o Engineered alternative logistic flow increasing time to market and reducing financial costs, lead time, and taxes.
  - o Increased Sales by 29% developing alternative security solutions with similar product offer.
- q **Natural leader in developing quality management and motivating to exemplary performance.**
  - o Lead the quality program, improving customer's satisfaction from low 50% to 85%.
  - o Designed and implemented reporting and monitoring systems leading to performance measuring, resulting in a 17% productivity increase.
  - o Managed up to 500 people and 7 direct reports.

## Business Sectors

\*Automotive   \*IT Hardware-SW   \*Security Systems   \*Pharmaceutical   \*Media   \*Textile   \*Forestry   \*Education   and more...

## Professional Experience

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### ASSET LIABILITY MANAGEMENT ([Link to detail](#))

Portugal - Argentina - 2000 – to date

- Private Portfolio Management, Assets allocation
- Enterprises: Focus on Management, Reorganization and Rationalization projects, Change Management.
- [Forensic Trustee](#) (Leiria, Portugal)

### GUILFORD ARGENTINA S.A. (Textile)

Argentina – 1997-1999

#### Chief Financial Officer

With Human Resources, Logistics and MIS responsibility, spearhead a turnaround plan, consisting in 50% reduction of breakeven point, through product focus, production streaming, personnel and process rationalization.

### MULTIMEDIOS AMERICA (Media – Cable – Television)

Argentina – 1996-1997

#### Chief Financial Officer

21% cost reduction of MM\$110 operation through synergies between companies, process definition and reductions.  
For the Group (5 companies), I was in charge of Purchasing, General Infrastructure and Security, creating a small and effective SSC.

### ABI CONSULTORA

Portugal – 1993-1996

#### Executive Interim Manager ([Link to Fortuna Magazine](#))

Performed at: Information Technology, [Pharmaceutical](#) and Education.

[Principal at the “Financial Management”](#) chair at the Universidade do Algarve, Portugal

### CERBERUS S.P.S. / SIEMENS Group (Security)

Portugal – 1990-1992

#### Managing Director

Recently purchased company, lead the integration into the Group, improved P&L from 10% to 20%, by implementing internal lean processes and cost control together with sales increase by identifying customers' needs.

[Link to Recognition](#)

### ING. C. OLIVETTI S.p.A. (Information Technology)

**1983-1990**

#### q CFO - Olivetti Portugal S.A. -

Portugal – 1987-1990

Managed 60% revenue growth as well as 20% decline due to market conditions. Complete reorganization.

#### q Corporate Area Controller – North America

Italy – Canada – USA – 1985-1987

Liaison Area – Headquarter (\$500 ML operation), strategy support, commercial and financial control, USA GAAP.

#### q Industrial Controller Manager – Olivetti Peripheral Equipment S.p.A.

Italy – 1983-1985

MM\$300 Group Printer Facility, Production Control, Managed R&D, Quality, Working Capital costs.

[Link to Recognition](#)

### FORD MOTOR ARGENTINA S. A.

Argentina – 1980-1982

Industrial Engineer at Stamping Plant and Assistant to the Financial Manager for Capital Investment

## Affiliations

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q **Current:** Secretary at Argentinean INSEAD Alumni Association.

q **Past:** SEDES Portugal and [NATO Industrial Credential](#).

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