

# WAYNE K. JAMES

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## EXECUTIVE CORPORATE FINANCE PROFESSIONAL

*Visionary corporate finance executive with the ability to achieve optimal economic capitalization through strategic planning and relationship management.*

Driven, bilingual, finance executive with expertise in business development, international accounting standards, risk assessment, acquisitions, mergers, and competitive market positioning, delivering positive outcomes with strong and sustainable gains. Talented and inventive professional with a proven track record of accelerating revenue growth through strategic and tactical development of structural operations to drive business growth and market development fostering performance improvement. Capitalizes on cross-functional team leadership examining economic trends and profitable areas of growth. Identifies and capitalizes on emerging business ventures to propel an organization to the top tier of its industry.

### Core Knowledge & Skills:

- |                              |                                |                                      |
|------------------------------|--------------------------------|--------------------------------------|
| ◆ Operating Infrastructure   | ◆ Corporate Finance            | ◆ International Accounting Standards |
| ◆ Mergers & Acquisition      | ◆ Strategic Planning           | ◆ Competitive Market Positioning     |
| ◆ Risk Management            | ◆ Organizational Leadership    | ◆ Process Improvement                |
| ◆ Implementation of BASIL II | ◆ Capital & Operational Budget | ◆ Due Diligence                      |

## PROFESSIONAL EXPERIENCE

CONFIDENTIAL, Mexico

Corporate Director of Finance & Planning

2007- Present

Identified, analyzed, and captured opportunities for new business development, optimal economic capitalization, and market growth through successful strategic planning initiatives, structured operations, mergers, and acquisitions. Challenged to build new market presence and maximize cash flow, while reengineering and expanding existing ventures, increasing client base and improving corporate recognition. Researched, analyzed, and facilitated enterprise decision making processes creating corporate vision for long-term growth themes and holding company mediation. Conceptualized and served as Senior Finance Manager and Portfolio Strategist for the corporate pension fund and insurance company managing the allocation multi-million dollar funding portfolios. Directed and consolidated staff for corporate credit and leveraged finance, restructuring and investment processes improving performance and business initiatives.

### Selected Accomplishments:

- Increased capital ratio 2-3 points through the successful analysis and completion of merger and acquisitions.
- Increased sales 18% through the implementation Business Intelligence Solutions creating cross-sale strategy.
- Generated 7% beyond market returns with the development of the Pension Fund.
- Reduced merger costs \$40M with expert understanding of structural finance and profitability.
- Facilitated the completion of 2 successful mergers and several asset portfolio acquisitions creating capital growth and expanding corporate presence.
- Managed \$400M Corporate Pension Fund creating potential for portfolio expansion.
- Administered \$60M Corporate Insurance Company creating security and profitability.

CONFIDENTIAL, Mexico

Executive Director- Planning & Finance  
Chief of Staff

2004- 2007

Identified opportunity, structured partnerships, and captured emerging business ventures through strategic and business planning processes. Spearheaded the restructuring and reengineering of corporate compliance, operational risk, and control processes, creating accountability and profit improvement opportunities. Transitioned strategy into tactical plans developing procedures and policies to drive market growth. Consulted, monitored, and recommended implementation strategies and synergies in the microfinance sector.

### Selected Accomplishments:

- Conceptualized, developed \$15M pension fund special project capturing new business opportunities through the expansion into previous untapped markets.
- Expanded pension fund to \$100M.
- Connected 100 financial institutions through the creation and implementation of the Remittance Network.