

MATTHEW GONCERZEWICZ, CFA

Manager / Analytical / Team Player

Experienced Mid Senior Level Manager responsible for finance oversight and management aligned with company vision and strategy. Experienced in working in international environment and with people from over the world. Goal oriented, team player.

He presents positive attitude and believes that “The day is what you make it... so why not make it great one”.





KEY SKILLS

Strategic finance leadership – understanding value creation methods and ability to lead organization and propose and carry out initiatives that create value for shareholders, including competition strategies, market share growth - organic or via horizontal M&A, strategic partnerships, outsourcing, vertical M&A, leveraged financing

Finance management – experience in supervision of accounting, statutory and management reporting, taxes, cooperation with financing institutions, authorities, auditors

FP&A – proficient in advanced multi scenario modelling, assigning KPI's; combining detailed information into big picture

Business partnering, financial analysis – experienced in advanced analysis of big data sets that spotted or confirmed trends in operations and led to optimization plans, including market analysis, matrix revenues and costs analysis; preparation of advanced analysis tools

Restructuring, process optimization – proven track record of creation or restructuring of financial function including: assigning goals, reshaping division structure, procedures optimization, internal control, employees management

Rising financing – experienced in rising funding from banks, corporate bonds markets and participation in IPO; ability to develop tailor made financing strategies; ability to plan and negotiate covenants and contract terms

People management – leadership & project management skills; eye for talents; coordinate projects and teams to achieve highest efficiency of available resources; staff coaching and training, ability to explain complicated topics in simple way

Highly Analytical – IQ 156 (Cattel scale); above 99th percentile of population; **INTJ** – “the Architect” based on Myers-Briggs Type Indicator; *‘the rarest and most strategically capable personality types’*

PROFFESIONAL EXPERIENCE

World Traveller

Austria, Holland, Switzerland, Hungary, Malesia, Singapore, Thailand, Indonesia

Jan 2017 – present

Finance Director at POLNORD S.A. Capital Group

Jul 2016 – Dec 2016

Scope of duties:

- Leading finance department (financial strategies, financing, liquidity management, value creation),
- Leading controlling department (reporting, budgeting, planning, internal control),
- Leading accounting department (statutory reporting, taxes),
- Cooperation with external stake holders (equity and debt investors, banks, auditor, authorities),

Key achievements:

- Restructured financial and accounting divisions
- Replenished finance staff (5 out of 14 employees), prepared company for financial audit, meet tight reporting deadline
- Introduced financial planning and consolidated modeling for the Group which resulted in clarity, predictability and stability of finance
- Developed financing strategy which introduced stability, flexibility and decreased cost of interest
- Raised financing from the commercial bonds market and banks (1/4th of total debt)

Senior Associate at DELOITTE ADVISORY

Jan 2015 – Jun 2016

Scope of duties:

- Performing financial due diligence (including buyer due diligence and vendor due diligence)
- Leading engagements and supervising small teams of up to 3 junior staff
- M&A transaction support
- Participating in hiring process of new employees; counseling junior staff

Key achievements:

- Taking part and leading of one of the biggest M&A due diligence in Polish market
- Received recognitions from clients for high quality due diligence reports
- Giving academic lectures on two top Warsaw economic universities and Deloitte Deal Maker Academy

Interim Manager / Consultant at Sole Proprietorship

Apr 2013 – Dec 2014

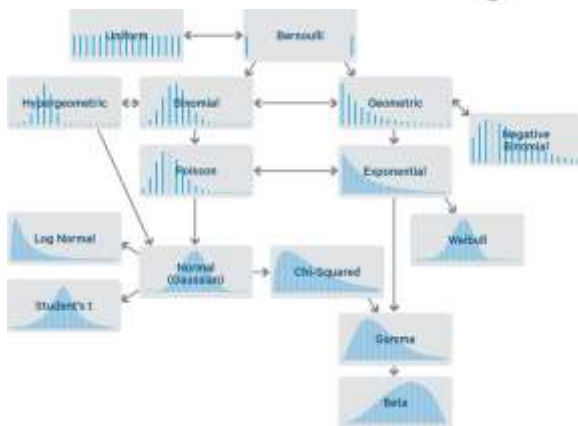
Areas of focus:

- M&A support / providing investment opportunities for Angel / VC Investor
- Consulting for medium sized businesses in areas of corporate finance, controlling, debt financing
- Business plans creation and evaluation

Key achievements:

- Finding and attracting targets in Technology (Augmented Reality) sector





Controlling Director (prior Financial Controller) at MARVIPOL S.A. Capital Group

Feb 2008 – Mar 2013

Scope of duties:

- Financial controlling of all businesses (3) and entities (14) within Capital Group
- Supervising accounting treatment of transactions and GL entries
- Cash flow, P&L planning and management
- Supporting Senior Management in decision making
- Financial planning, forecasting
- Budgeting, project evaluation
- Business partnering including: market analysis; operation analysis (sales, margins, working capital optimization); tools preparation; explanation of financial and management concepts
- Cooperation with financing institutions, auditors

Key achievements:

- Creation from scratch and introduction of reporting, budgeting, scenario planning system in the Capital Group
- Analyzed automotive market and developed market strategy for Jaguar Brand which doubled revenues; designed and implemented stock management system that decreased warehouse stock by 70%
- Recognition from KL Gates for '*best ever*' law suit documentation (valuation of losses, report, supporting evidences and documentation)

Senior Credit Analyst at HONEYWELL Inc.

Oct 2005 – Jan 2008

Scope of duties:

- Managing credit risk, receivables and collections according to Treasury Division procedures
- Risk analysis and assigning credit limits

Key achievements:

- Decreasing value of past due receivables from approx. 30% to 10% in total AR
- Zero new bad debt allowances created
- Reclaimed significant part of bad debts through negotiations or legal collection strategies
- Cooperating with sales team to support the sales growth while securing payment for the company, thus not limiting business initiatives

Head of Financial – Economic Analysis Division at ENERGO – CONSULTING Sp. z o.o.

May 2004 – Aug 2005

Regional consulting company providing advisory in finance rising and business plan creation & evaluation

Analyst/Intern at Grand Thornton Frąckowiak, Buchalter

Jan 2002 – Jun 2007

Nationwide consulting company providing assurance and advisory services

EDUCATION AND CERTIFICATIONS

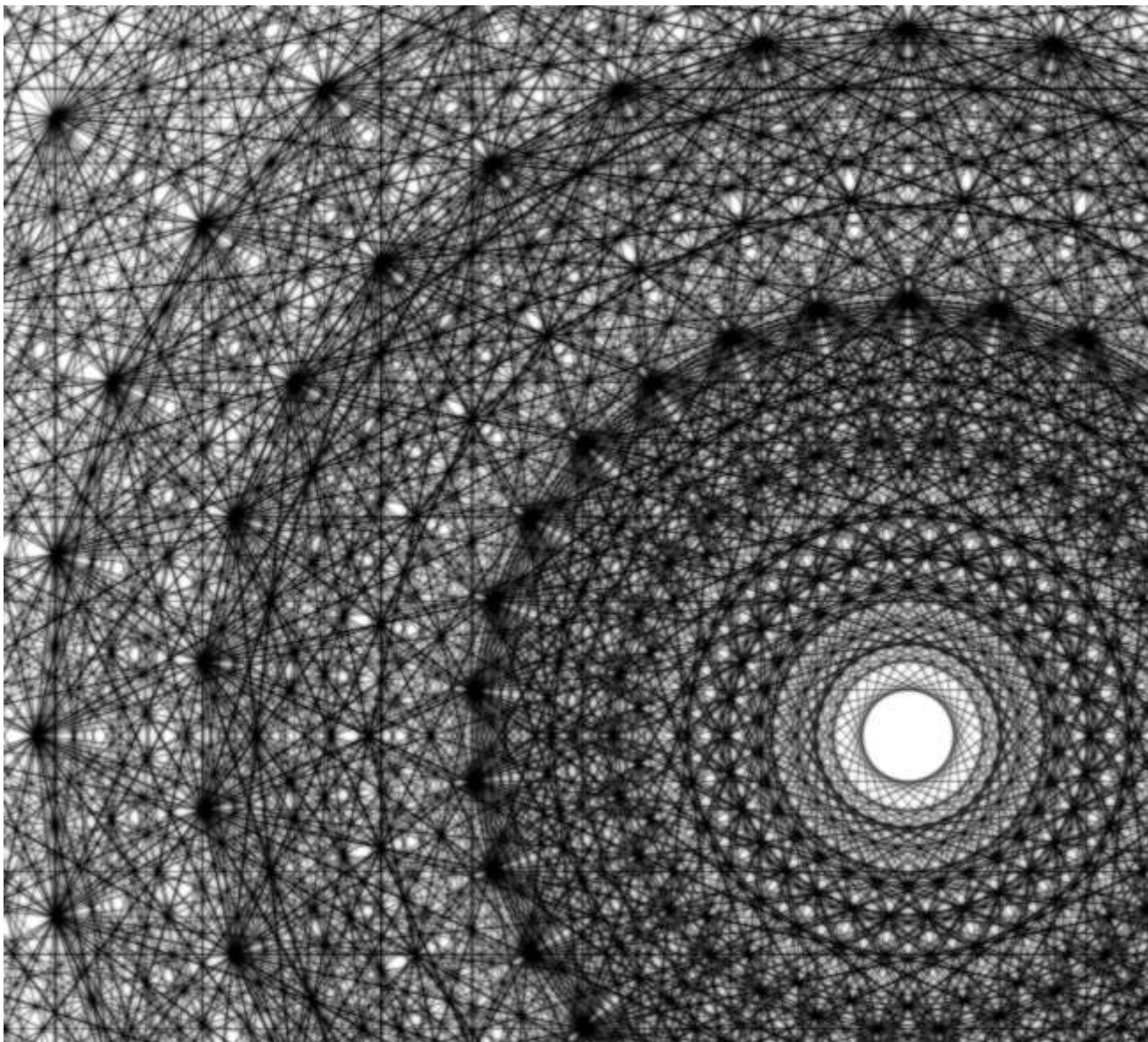


CFA (Chartered Financial Analyst) - CFA Institute, VA, USA	earned in Aug 2014
Postgraduate Degree, Business Valuation , Warsaw School of Economics, Poland	Jan 2008 - Jan 2009
Masters Degree, Accounting And Finance , Poznań University of Economics, Poland	Oct 1998 - Apr 2003
High School Diploma , Liverpool High, NY, USA	Sep 1997 - Sep 1998

PERSONAL DETAILS

Date of birth: 27 th Jan, 1980
Nationality: Polish
Languages: Polish (native), English (full working proficiency), German (limited proficiency)
Hobbies: Popular Science, Gaming, Technologies, Swimming, Sailing, Music





Contact details:

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Availability: immediately