

23th February, 2014

Dear Sir or Madam,

First of all, I would like to thank you for the opportunity of presenting myself.

I am Master in Business Administration and Public Accountant with many years of experience working in PricewaterhouseCoopers (PwC) Uruguay, where I supported the Financial Function of different companies. At the end of November 2013, I moved to United Arab Emirates as my family is living here and I am looking for an opportunity that allows me to continue growing personally and professionally, as well as contributing with my experience and knowledge to local and regional businesses.

Regarding my working experience, I have supported the Financial Function of many companies, taking over the responsibility for the managerial and financial accounting, cashflow management, accounts payable/receivables and the control of other operations related to business assets, liabilities and P&L accounts (e.g.: Inventories/Stocks, Fixed assets, Intercompany transactions, Tax management, Payroll, Sales, Costs, Expenses and Product Margins). With a general overview of business operations, I have also been responsible for the preparation and issuance of performance reports, supporting the business analysis, control and decision making processes.

Ineco is a global leader in transport engineering and consultancy, with a growing business in Middle East and Asia markets, and I love the idea of being part of the company. The enclosed resume summarizes my personal skills, professional experience, education, and other relevant information. This is a one of a kind opportunity and a great challenge for my professional career. I would appreciate the opportunity to meet you, to further discuss my experience and skills and how I can contribute to Ineco in the Middle East.

Thank you in advance for your consideration. I am immediately available and can be reached at +971 507198916.

Best regards,

Juan Ignacio Marziotte  
MBA, Public Accountant  
Address: Sas Al Nakhl Village, Abu Dhabi.  
Mobile: +971 507198916  
E-mail: ignacio.marziotte@gmail.com

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# Juan Ignacio Marziotte

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36 years old, Italian and Uruguayan citizenship  
Current Address: Sas Al Nakhl Village, Abu Dhabi, United Arab Emirates  
Mobile: +971 50 7198916  
E-mail: [ignacio.marziotte@gmail.com](mailto:ignacio.marziotte@gmail.com)

## Resume

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Juan is a Master in Business Administration and a Public Accountant. He has many years of experience working in PricewaterhouseCoopers (PwC), where he provided services for blue chip companies from diverse industries. He has supported the CFOs of many companies, taking over the responsibility for the accounting, financial management and equity control as well as for the preparation and issuance of performance reports, supporting the C-levels in business analysis, control and decision making processes.

His professional and educational background determines his business mindset, with expertise in accounting, business processes and corporate performance management. Moreover, he has developed and led efficient teams based on motivation, personnel skills and shared goals, succeeding in challenging projects.

## Professional Experience

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1999-Nov2013                      PwC – PricewaterhouseCoopers                      Montevideo, Uruguay

### **Manager (2010-2013)**

#### Management and control:

- Accounting and financial management.
- Cash flow management and forecasting.
- Control of different business processes (Purchasing, Sells, Accounts Payable/Receivables, Inventories, etc).
- Internal control framework development and establishment of manuals of policies and procedures.

#### Reporting:

- Corporate and business performance reporting.
- Issuance of Statutory Financial Statement, complying with IFRS. (ACCA certified)
- Business executive reports for top management.
- Financial and business forecasting, annual budgeting and stress analysis.

#### Change management experience:

- Startup of accounting and business processes.
- Key member in an ERP's implementation project supporting Finance Function.
- Development and implementation of Executive Information System.
- Implementation of a costing system and KPI reports in an industrial company.

### **Team leader (2005-2009)**

### **Assistant (1999-2004)**

## Languages & other skills

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**English:** Full professional proficiency. / **Spanish:** Native.

**MS Office: Excel (Expert),** Word, PowerPoint and Access.

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## Education

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|--|------------------------------|---------------------|
| 2008-2010                                      | ORT University               | Montevideo, Uruguay |
| <b>Master in Business Administration (MBA)</b> |                              |                     |
| 1996-2003                                      | UDELAR - Republic University | Montevideo, Uruguay |
| <b>Public Accountant – (CPA from Uruguay)</b>  |                              |                     |

## Other activities

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| 2006-Nov2013   | ORT University | Montevideo, Uruguay |
| <b>University Professor (Undergraduate and postgraduate)</b>           |                |                     |
| - Public Accountant Degree - Construction Industry Accountings         |                |                     |
| - Diploma in Real Estate Development - Accounting and Financial Topics |                |                     |

## References

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Available upon request.