

LEONARDO AGUSTIN GRECO

Based in Dublin | Married | One child | +353 832069127 | LeonardoAgustinGreco@Gmail.com

PROFESSIONAL PROFILE

Business solutions analyst with more than 10 years of experience leading different types of projects. I lead technical and financial projects, including the manufacturing optimization and development of products and processes. I am able to collaborate with key stakeholders, manage the project and ultimately deliver a customer focused result on time and within budget. I am a fast learner, enthusiastic, results oriented and I also quickly adapt to the dynamic environment that projects propose to achieve business objectives.

CORE SKILLS

- Project management.
- Product and process developing.
- Leadership.
- Critical thinking and problem solving.
- Strong Communicator.
- Forecasting and planning.
- Risk Management.
- Data Mining and Analyst.
- Progress tracking and reporting.
- Negotiation.

PROFESSIONAL EXPERIENCE

Abril 2022- Current.

Publicis Re:Sources

Dublin, Ireland

Credit Collection Analyst.

- B2B collection management for Spain, Portugal, Lithuania, Latvia, Denmark, Norway and Sweden.
- Achieving targets by managing debt within the AR ledger.
- Development of risk analysis by country, agency, group and brands. Management and participation in different credit risk reviews
- Generation of internal and external reports, quarterly, monthly and weekly by SAP, MACONOMY and MARATHON.
- Direct point of contact between clients, agencies, treasury and business.
- Forecast of monthly collections.
- Monitoring unallocated cash and ensuring it is allocated to the correct accounts promptly.
- Monthly generation of graphical executive presentations using Excel and PowerPoint.

Achievement.

- ✓ I reduced the percentage of monthly debt to 65% in just two months.
- ✓ Hit the forecast of collections delivered in an average 88% for 6 months in 4 countries with 7 agencies.
- ✓ I implemented through database management and Excel spreadsheets, the unification of 3 systems, developing levels per clients and per invoices, which allowed me to optimize the efficiency of collections, monitoring and resolution of issues in 3 countries, 6 agencies and more than 350 clients.

January 2018 – February 2022

Indelmet SA

Buenos Aires – Argentina.

Project Manager.

- Evaluation and monitoring of budget execution and profitability of end-to-end projects and documentation according to the ISO 9001-2015 quality program.
- Drive decision making on products based on technical, financial and business requirements being the main connection between them and the clients.
- Work team management, performance evaluation, assignment of tasks, coordination and planning of each daily task.
- Risk review, execution of reports on the status of each client and commercial management.
- I defined and managed action plans for the optimization of processes that impacted the particular performance of each project.
- Work with end user and resource management to resolve technical configuration requirements and organize project solutions and delivery dates.
- Use of the Gantt tool and KPIs to analyze the percentage of progress and performance of each projects.

Leonardo Agustín Greco

Achievement.

- ✓ I managed to manage an average of 45 quarterly projects per year, added to 1 or 2 annual development projects.
- ✓ I achieved the homologation of a product for which, through an annual project, the development costs were optimized by 25%. This project allowed the company to obtain 5 permanent contracts with 4 clients until the year 2026, which represent 23% of the annual billing.
- ✓ I implemented digital planning, management and project monitoring tools that improved delivery performance by 20% in the first year and 7% more in the next.

March 2012 – December 2017

Indelmet SA

Buenos Aires – Argentina.

Business Analyst.

- Industrial technical analysis, selection and evaluation of projects.
- Work on adapting the business to the needs of the users, identifying and looking for ways to satisfy them.
- Customer service and development B2B.
- Collaborate with strategic account management and new business development.
- Evaluation of the efficiency and effectiveness of vendors. Vendor management.
- Identifying risks, issues and dependencies and acting accordingly.
- Contribute to information security policy, process, assessments and team upskilling.
- Demand Forecast.
- Analysis of the purchase and sales volume report.
- Implement solutions for technological and process improvements, within the context of overall business processes.
- Technical and financial management and development of project budgets.

January 2006 – February 2012

Indelmet SA

Buenos Aires – Argentina.

Administrative Specialist.

- HR management.
- Recruitment and selection process End to End.
- Onboarding process and follow-ups.
- Accompaniment and monitoring employee's work life cycle.
- KPI's evaluation of the collaborators relationship and production objectives.
- Problem solving, resolution of conflicts, accidents and contingencies.
- Payroll – Payment. Billing, registration and monitoring.
- Mailbox a telephone management.
- Bank reconciliation.
- Payment to suppliers: Attention to inquiries, sending of values, control of payment dates, modes and expiration dates.

Education.

Bachelor's Degree in Business Administration | Universidad Nacional de Lomas de Zamora | 2020.

Project Planning and Evaluation Seminar | UNLZ | 40 hours of supervised professional practice.

General Management Seminar | UNLZ | 40 hours of supervised professional practice.

Project Management Certified | Project Management Institute.

Scrum Certified | Scrum Study.



EU Citizenship | Spanish - Native | English – Full Professional | MS Office 365 – Advance.