

Sebastian ARANGO

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EDUCATION

INSEAD

MBA Class of December 2023

- VP of LATAM club

France
2023

University of Colorado at Boulder

B.A. in Economics

- London Finance Seminar (summer 2014): Coursework in European and Global economics

Boulder, USA
2011 - 2014

EXPERIENCE

Allianz Consulting

Principal Consultant

- Led a team of 3 to establish a new capability within the client organization to enhance non-IT incident management, crisis escalation, and security monitoring, making the process more efficient through automation

Munich, Germany
2024

Itaú Unibanco S.A.

Brazil's largest private bank and South America's biggest financial conglomerate

Cash Management Operations Manager

- Addressed a critical issue in the wholesale credit card charging process, leading to a 50% (R\$3m) reduction in non-payments through an interim solution
- Identified and restructured underperforming team members, resulting in improved operational efficiency and a potential increase in team Net Promoter Score (NPS)

2024

Summer MBA – wholesale cash management operations

- Created new OKRs for Itaú's banking-as-a-service operation, leading to a well-defined roadmap for strategic decisions reducing lead times by at least 20%

2023

Oi S.A.

One of the big four telecommunications providers in Brazil

Financial Consultant

- Coordinated a team of 11, responsible for legal proceedings provision and identifying improvements in managing legal guarantees – ca. R\$5,2b in assets and ca. R\$5,6b in liabilities
- Supervised automation of manual activities for all Judicial Guarantee's teams, resulting in reduction of 10 members without an increase in overtime
- Controlled team's outsourced activities to identify any saving opportunities, resulting in a ca. R\$160k savings per year
- Instituted formal bi-annual feedback structuring a line of communication with each team member for performance improvement

Rio de Janeiro, Brazil

2020 - 2022

Financial Specialist

- Monitored all reporting and following-up of all Judicial Guarantee team's goals, increasing proceeds by ca. R\$25m and resulting in KPI increase by 7%
- Led and trained a team of 4 responsible for rolling out a process constructed by two consulting firms, resulting in ca. R\$20m total savings
- Piloted development of new tool to calculate all judicial guarantee's interest rates, correcting a ca. R\$12m deviation from actual interests; Oversaw cross-functional meetings to guarantee accounting and compliance standards were met

2019 - 2020

EY

Senior Consultant - Risk Management

- Coordinated and trained team to reconcile telecom client's accounting balances, resulting in correction of an ca. R\$4b difference in client's accounting balances
- Architected a new quarterly process to monitor ca. 300,000 legal guarantees and reconciliation of ca. R\$200m per year of guarantees with judicial bank statements and judicial proceedings
- Carried out quarterly formal feedback with each team member to enhance efficiency and quality of deliverables; Decreased errors by 60%
- Composed diverse internal auditing teams in different industries (telecom, O&G, healthcare); prepared project-specific reports to present to client's management team with recommendations to mitigate risks

Rio de Janeiro, Brazil
2015 - 2019

ADDITIONAL INFORMATION

Interests: Soccer: High-school varsity (2006-2010) and university's intramural league, Participated in local club's tennis tournaments, Participated in emotional intelligence and negotiation workshops

Nationality (s): Colombia and Brazil

Languages: Spanish (Native), Portuguese (Second-Native), English (Fluent)