



Tomas Rimkus

ABOUT ME

I am an experienced Corporate Finance Expert and I implement Accounting-Analysis-Planning-Control-Strategy Finance technologies in order to increase business efficiency. I develop finance professionals through leadership by example and continuous improvement.

EDUCATION

Vilnius University Economics
(Corporate Finance)

CONTACT

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COMPETENCIES

- Financial Accounting
- Management Accounting
- Financial and Business Analysis
- Financial and Business Planning
- Financial and Business Control
- Strategic Management

TOOLS

- MS Office (Excel, Word, PowerPoint, Teams, POWER BI)
- SAP;
- Microsoft Navision;
- Rivilė.

LANGUAGES

- English C1 Professional Business
- Lithuanian C2 Native

Financial analyst

UAB "Hofa"
2016.09 – 2017.11

Main objective – to maintain Companies rational and balanced business growth, implement new technologies to increase Accounting and Finance processes efficiency. Main responsibilities:

- Measuring of Financial Resource use efficiency, working capital dynamics;
- Creation and use of Management Accounting and Analysis model;
- Active participation in preparation of Financial Statements;
- Creation of Accounting process mapping and suggestions for improvement;
- Creation of Finance Analysis and Planning framework in the company;
- Using Financial Analysis to increase business efficiency;
- Using Financial Planning in order to control and sustain business growth and minimize risks;
- Consulting Management and other Departments on everything Accounting and Finance.

Chief Financial Officer

UAB "Hofa Logistics"
2017.11 - 2019.03

Main objective – to ensure attainment of short-term and long-term business goals, whilst maintaining a rational and balanced business growth.

Main responsibilities:

- Managing a 5-man finance team (2 Mid-level, 3 Junior-level);
- Control of the Accounting process from initial documents to preparation of Financial statements;
- Control of the Managerial Accounting process throughout the company;
- Maintaining Financial Analysis, Planning systems within the company and creation of Financial Control framework in the company;
- Using Financial Analysis results and Financial Planning in order to drive the Companies short-term and long-term results;
- Consulting Shareholders, Management and other Departments on everything Accounting and Finance.

Chief Executive Officer

SOLNER®
2019.08 - Present

Main objective – to help Companies achieve goals by translating their data to information and using that information to increase business efficiency and productivity.

Main Responsibilities:

- Financial Accounting
- Management Accounting
- Financial and Business Analysis
- Financial and Business Planning
- Financial and Business Control
- Strategic Management

Finance Manager

Civitta Group & Mediapark Group
2021.01 - Present

Finance Management of two company groups consisting of 14 companies in the sector of IT and B2B, B2G Consulting. In Lithuania, these two company groups combined have 172 employees and 10 million euros in 2020 revenue. I uphold Finance Manager position in these Groups and these are my key responsibilities:

- Management and development of financial accounting services company (7 people team) in order to provide highest quality Accounting services to companies within and outside the Company Groups;
- Management and further development of Managerial Accounting framework and operations within the Company Groups;
- Owner of Finance functions in Lithuania, consisting of Analysis, Planning and Control;
- Close cooperation with C-level executives and Partners in order to drive short-term and long-term business goals, maintaining and increasing business efficiency;
- Representation of Company groups Accounting & Finance within and outside of the organization (inner stakeholders: Partners, Executives, Shareholders; outer stakeholders: Banks, Governmental institutions, Clients and Subcontractors).

Competencies include, but are not limited to:

Financial Accounting

- Choosing and implementation of the most effective Enterprise Resource Planning (ERP) systems (based on the Company size, type of business, individual Company requirements);
- Formation and Leading of an Accounting Team;
- Digital transformation of Finance ties to other parts of an organization (Sales, Marketing, Operations, IT, HR);
- Implementing Data infrastructure system for an easy access to information;
- Closing process of monthly results, preparation of monthly, yearly Financial Statements;
- Creation of Employee motivation, efficiency, productivity measuring systems;
- Implementation of documents archiving, storing and compliance process;
- Financial Accounting based on GAAP and IFRS, correspondence with auditors.

Managerial Accounting

- Distribution of business revenues to departments, services, projects, revenue centers, groups of goods in order to estimate each parts contribution to the overall result;
- Distribution of business costs to departments, services, projects, groups of goods, revenue and cost centers in direct and indirect (ABC) manner, in order to estimate each parts contribution to the overall result;
- Management Accounting reports supply for C-level Executives, Department Heads, Project Leaders and Shareholders in order to increase business efficiency;
- Optimization of goods and services Pricing Strategy and Tactics;
- Evaluation of current and/or planned business opportunities impact on Companies current and future results;
- Evaluation of current and planned Projects impact on Companies current and future results.

Financial and Business Analysis

- Conversion of Data to Business and Financial Information, conversion of Business and Financial Information to Data;
- Choosing and implementing the most effective Financial and Business Intelligence solutions (POWER BI, Microsoft Office Excel);
- Analysis of Profit and Loss monthly, quarterly, yearly financial statements:
 - Horizontal (time) and vertical (ratio) analysis of revenues and costs;
 - Analysis of changes in revenues and costs, determination of reasons for change (Variance analysis);
 - Analysis of revenues, costs and gross profit of: different services, departments, countries, clients etc. Analysis is ongoing, reachable to decision makers, interactive, made ready for rational decision making at all times;
 - Preparation of Budgets, Analysis of Budgets, Deviation from the Plan Analysis;
 - Costs Optimization Analysis, Trends and Seasonality Analysis, Efficient Pricing Analysis;
 - Salary Analysis: Employees Efficiency, Goal Achievement Analysis, Employees Impact in the overall result Analysis, Employee Motivation Analysis.
- Balance Sheet analysis:
 - Analysis of a Balance Sheet Structure;
 - Financial Leverage, Liquidity, Efficiency Analysis;
 - Financial Solvency and Return On Investment Analysis;
 - Evaluation of Financial and Business Risks;
 - Accounts Receivable and Accounts Payable Analysis;
 - Inventory/Stock Turnover Analysis;
 - Evaluation of risks associated to projects and business decisions.
- Cash flow statement analysis:
 - Operational Cash Flow Analysis;
 - Financing Cash Flow Analysis;
 - Investing Cash Flow Analysis;
 - Working Capital Dynamics Analysis.

Financial and Business Planning

- Future revenue and costs planning based on planned business action regarding Departments, Subsidiaries, Projects;
- Future Financial Results modelling, preparation of Budgets;
- Business and Financial Plan communication throughout Departments, Managers, Employees, Subsidiaries, Shareholders;
- Plans of changes in Balance Sheet of the Company, in parts of Assets, Liabilities and Equity, regarding planned business action;
- Plans of expected Operational, Financing, Investment Cash Flow based on planned business action;
- Evaluation of expected Risks regarding planned business action;
- Planning of future Project Finances.

Financial and Business Control

- Control of achievement regarding Revenue Objectives;
- Control of Budget utilization;
- Business Efficiency Control;
- Control of newly made Business Deals, Projects and Agreements;
- Risk Management (Solvency, Liquidity, Business, Credit, Exchange Rate risks);
- Financing and Investment Decision control;
- Control of Finance Department and all its operations;
- Control of Company financial policies implementation: control of Revenue recognition, Invoicing, Accounts Receivable and Accounts Payable terms, Direct and Indirect Costs necessity, Inter-group loans and payments, relations with Banks and Governmental institutions;
- Control of companies Accounting-Analysis-Planning-Control processes in order to provide transparent, timely and accurate business information.

Strategic Management

- Cooperation when establishing Vision, Mission, Objectives, Measures of Success, Company Values;
- Cooperation when creating Companies Strategic Map (Balanced Scorecard), alongside with required Finance Strategy;
- Preparation of the Finance Tactical Plan, so that Objectives are met (Balanced Roadmap)
- Preparation of Competition Analysis;
- Cooperation when establishing Key Performance Indicators (KPI) and data and analysis infrastructure to control these Measures.