**Antonio Caldas**

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**PROFILE**

Finance Executive with over 20 years of domestic and international accounting, finance and operations experience. Gained solid exposure to the Manufacturing, Advance Technology and Consumer Products industries. Proven ability in building cross functional and collaborative teams in the areas of Business Strategy, Cost Reduction, Outsourcing and Operational Excellence. Championed Kaizen and Value Stream events, changing business culture through the implementation of “Lean Manufacturing Principles." Led and supported ACE activities for Finance, Customer and Program Teams resulting in Silver or Gold level performance recognition. Possess solid business acumen for evaluating risks & opportunities within the industry, market and global economy. Excellent organizational, communication and leadership skills with proven ability in building close internal and customer relationships, and managing, training and developing staff members to meet both corporate and career objectives. Core competencies include:

**Business Process Improvement Budgeting & Forecasting General Management**

**Financial Modeling & Analysis Accounting Operations Strategic Planning**

**ERP System Implementation Change Management Cost Reduction**

**PROFESSIONAL EXPERIENCE**

**United Technologies Corporation |** Hartford, CT **2000 to Present**

*($58 billion NYSE provider of technology products and services to the building systems and aerospace industries worldwide)*

**Finance Manager, Product Centers - Sikorsky Aircraft** | Stratford, CT (2010 - Present)

Report to the Director, Finance Operations and VP, Product Centers for producing Military and Commercial Helicopters with annual sales of $7B and $3B in production costs. Work closely with the CFO's / GM's of the 6 Product Centers, coordinating the development of the Annual Plan and 5 year Long Range Plan, and efforts to standardize financial reporting, internal controls, cash flow metrics and closing requirements. Provide weekly updates and internal reporting of inventory, P&L and Balance Sheet financial / operational metrics, and analyze risks / opportunities. Oversee a staff of 10 through 5 direct reports.

* Implemented an Internal Control Management System to mitigate financial risk and internal audit compliance
* Champion and leader of the Product Center Model implementation between Engineering and Product Centers
* Re-engineered and standardized financial management and planning systems and processes throughout the Product Centers.
* Leveraged technology, Cost Hiat, ACE tools and relationships to achieve 2010 Indirect, Transfer Cost and Financial Targets.
* Co Chair, Product Center COS System Implementation Team charged with integrating Program, Engineering and Product Center Systems, Metrics and Accountability.
* Champion and co lead Cost Council Teams which include direct and indirect cost reduction initiatives.

**Manager, Customer Management - Pratt & Whitney Canada (PWC) |** Montreal, Canada (2008 - 2009)

**Manager, Fleet Management - PWC |** Montreal, Canada (2007 - 2008)

Reporting to the Director, Turbofan Engine Program, directed all engineering, services and fleet support for this $3B Gas Turbine Technology Division. Directed the activities of 8 Program Managers serving 3,000 customers worldwide.

* Developed and executed on strategic actions to improve customer satisfaction, industry surveys, and Verde, AIN / Propilot survey ratings. Increased customer reach and satisfaction by improving services for Tier 1, 2 and 3 customers worldwide
* Created $150 million of current and long range cost reduction opportunities for FMP Programs
* Deployed and utilized key technology within warranty settlements, technical publications and field services to eliminate the top most repeated customer complaints
* Initiated Global Shared Services in India that improved processing for engineering changes, warranty claims and fleet costs.
* Reduced Pratt & Whitney fixed and variable costs in the US and Canada by $71 million over a five year span (2005 to 2009) through the implementation of procurement, labor and process efficiencies.

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**United Technologies Corporation** *(Continued)*

**Group Controller, Pratt & Whitney Canada Service Centre |** Bridgeport, WV USA (2006 - 2007)

Reporting to the CFO, P&W Canada and VP of the Service Centre, oversaw the accounting and financial operations for the Service Centre network, comprised of 14 facilities on seven continents generating $800 million in revenue by providing Overhaul, Parts and Heavy Maintenance Support Services to 10,000 Operators. Oversaw a total staff of 90 through 8 Division Controllers worldwide.

* Initiated Strategic initiatives that resulted in 15% sales return from ‘break even’
* Standardized worldwide reporting and reduced finance manpower needs 20%, saving approximately $500,000 annually
* Initiated Global Shared Services in India & Poland that improved management of network cash flow.
* Achieved 100% compliance for SOX requirements and internal audits
* Supported restructuring and long range planning activities to eliminated high cost sources

**Chief Financial Officer, Pratt & Whitney Eagle Services Division |** Bridgeport, WV (2005 - 2006)

Reporting to the General Manager, directed all business development, accounting, treasury and financial activities for this $300 million Overhaul & Repair Division of PWC. Led a total staff of 16 through 6 direct reports. Assumed the role of General Manager for a six month period, during the absence of a General Manager.

* Reversed negative cash flow to 10% return on Sales within one year and sustained double digit output growth
* Addressed significant audit findings and successfully passed three additional external audits
* Stabilized the environment; redesigned the supply chain; built a new IT infrastructure; initiated employee engagement / activities to improve morale

**Controller, Pratt& Whitney Aftermarket Services Division |** East Hartford, CT (2000 - 2005)

Reporting to the General Manager and Director of Finance, assisted with strategic planning, oversaw accounting operations, cash flow management and ensured compliance with Sarbanes-Oxley requirements. Prepared and presented to Senior Management business cases supporting major capital expenditures and offered recommendations for investments. Managed a staff of 3 direct reports.

* Created and led a Profit Assurance and Cost Reduction Team that achieved over $4MM in annual savings.
* Improved inventory turns by 2 and reduced inventory by $1.5 million by implementing controls, changing purchasing patterns, and improving the reporting from SAP & Business Warehouse systems.
* Increased market share and customer volume 10% by expanding services, reducing prices, negotiating concessions, and accelerating the proposal process. Introduced contract compliance initiatives to reduce potential exposure.
* Site Manager of pre and post-implementation for SAP and Sarbanes-Oxley Projects.
* Recipient of 3 Business Objective Awards for efforts in reducing Aged WIP by $5 million, implementing controls, processes and systems to fully comply with P&W audit requirements, and meeting all required financial objectives in 2001 and 2002.

**Playtex Products, Inc.** | Westport, CT **1998 to 2000**

*($150 million Consumer and Personal Products Company)*

**Finance Manager**

Reporting directly to VP Marketing & VP Finance, managed the annual business planning process, product pricing, inventory control and analysis, and business case analysis for seasonal product promotions.

* Improved inventory turns for five major brands, and achieved targeted margins on new products.
* Reduced returns of seasonal products by 10% ($3MM) by developing a process to track shipments versus consumption by customer, recommending changes to existing and new product packaging and developing promotional events to increase end of season consumer consumption.
* Developed new product pricing standards to capture all R&D expenses, operational setup charges and capital requirements, enabling Product Managers to identify weak margins, ROI and Payback Period prior product launch.
* Improved business planning by evaluating risks and opportunities; adapted SWOT, competitor pricing and market / segment analysis.
* Developed customer demand versus capacity forecastd by SKUs, which improved OTD, TAT and Customer Fulfillment Rate.

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**Silicon Valley Group (SVG)** | Ridgefield, CT **1997 to 1998**

*($500 million Capital Equipment Manufacturer)*

**Manager, Financial Planning & Analysis**

Reporting to the VP of Finance, established guidelines, financial targets and profit assurance initiatives for the annual manufacturing budget and quarterly forecasts. Assessed the impact of strategic plans. Assisted department managers in developing overhead budgets, capital requirements, and sales plans.

* Developed business cases to support capital requirements, customer programs and consolidation of manufacturing entities.
* Developed financial planning models to address the strategic decisions of Senior Management.
* Led Working Capital Team that improved cash flow position by 25% over the prior year.

**Warnaco** | Bridgeport, CT **1994 to 1997**

*($1.5 Billion NASDAQ apparel manufacturer and distributor of Calvin Klein, Speedo, Chaps and Warner’s brands to mass merchandise and specialty retail stores such as Macy’s, JC Penney, Kohl’s and Wal-Mart)*

## Controller - Retail Apparel Division (1996 - 1997)

### Manager, Operational Accounting & Financial Planning - Retail Apparel Division(1995 - 1996)

## Accounting Manager - Retail Apparel Division (1994 - 1995)

Managed financial reporting, planning, general and cost accounting activities. Reviewed budgets, performed cash flow analysis, and prepared profitability and working capital forecasts and analyses.

* Developed accounting policy, procedures and systems to facilitate the transition to a centralized processing operation.
* Improved cash position by reducing DSO by 30 days, increasing inventory turns and standardizing vendor disbursements.
* Created templates for 10-K and tax filings that improved accuracy and significantly reduced preparation time.
* Led initiatives to reduce audit fees, improve standard costs, eliminate variances, validate inventory value, and determine profit margins for domestic and international plants.

**Norden Systems ( A Division of UTC) |** Norwalk, CT **1988 to 1994**

**Financial / Budget Analyst**

Prepared budgets for manufacturing overhead with input from multiple organizations. Participated in strategic planning, tracked and monitored budget performance. Forecasted cost of goods sold for five major programs totaling $100 million.

**EDUCATION & PROFESSIONAL DEVELOPMENT**

**University of Bridgeport |** Bridgeport, CT, Bachelor of Elective Studies (BES) in General Studies, 1993

Completed MBA Courses at Rensselaer Polytechnic Institute and various Management Seminars

Testing for the Certified Management Accountant Designation in June, 202

**MILITARY EXPERIENCE**

United States Army / Army Reserve (1986 - 2005)

Major, Field Artillery - Honorable Discharge, 2005

**PROFESSIONAL & COMMUNITY AFFILIATIONS**

Member of the Institute of Management Accountants

Mentor to Stratford High School and the Junior Achievement

Supporter & Contributor, United Service Organizations (USO)

Supporter & Contributor, Make a Wish Foundation

Member, Assistant Instructor of the Japanese Karate Association

**TECHNOLOGY & LANGUAGES**

Proficient in Microsoft Excel (Advanced), PowerPoint; SAP and numerous customized programs

Fluent in Portuguese and English; continuing education in Japanese culture and language