

Gautier Tonongbe

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Professional Summary

Dynamic Finance and Strategy professional with over 7 years of global experience in financial operations, M&A, valuation, and strategic planning across consulting, technology, and telecommunications sectors. Expert in SOX compliance, ERP implementations (NetSuite, Coupa), and IPO readiness, delivering scalable solutions for high-growth firms. Proficient in financial modeling (DCF, LBO, Comps) and market analysis, driving multimillion-dollar value creation through actionable insights. Fluent in English and French, thriving in entrepreneurial environments to enhance profitability and investor confidence.

Core Competencies

- **Financial Analysis & Valuation:** DCF, LBO, 3-Statement Modeling, Comps, Scenario Analysis
- **M&A & Due Diligence:** Deal Structuring, CIMs, VDR Management, Post-Merger Integration
- **ERP & Financial Systems:** NetSuite, Oracle Financials, SAP FICO, Coupa, Workiva, Workday
- **Internal Controls & Compliance:** SOX 404, RCMs, Internal Audit, ASC 606, ASC 842
- **IPO Readiness & Financial Reporting:** SEC Filings, MD&A, Quote-to-Cash, Order-to-Cash
- **Strategic Research & Market Analysis:** TAM/SAM/SOM, SWOT, Porters Five Forces, Competitive Benchmarking
- **Data & Workflow Automation:** SQL, Python, Power BI, Tableau, Alteryx, Advanced Excel
- **Collaboration & Leadership:** Jira, Confluence, Asana, Executive Presentations, Cross-Functional Teams

Professional Experience

Connor Group, San Francisco, CA

Sep 2024 – Present

Associate Consultant, Financial Operations

- Supported SOX 404 compliance testing for a \$9.95B SaaS company using AuditBoard and Workiva, achieving zero audit findings across ITGC and business process controls
- Configured NetSuite ERP implementation for a \$650M+ public company, optimizing GL, AP, AR, and Fixed Assets modules while designing approval workflows and custom reporting dashboards
- Conducted comprehensive Financial Reporting Risk assessment for a \$229.4M B2B technology firm, identifying critical process gaps and delivering strategic recommendations for Order-to-Cash optimization
- Executed IPO readiness initiatives for a \$1B+ biotech company, ensuring ASC 606/842 compliance and establishing robust Quote-to-Cash control frameworks
- Implemented AI-driven accounting automation solutions, reducing manual journal entries by 40% and enhancing data accuracy across enterprise systems

The IDEA Center, University of Notre Dame, South Bend, IN

Sep 2023 – Aug 2024

Insights Analyst

- Delivered strategic market analysis for SpectrumX, a \$25M NSF initiative, providing data-driven insights that guided resource allocation across 27 partner universities
- Evaluated 3 life sciences technologies using structured NSF I-Corps methodology, identifying \$20B total addressable market and advancing 2 innovations to validation phase

- Conducted 200+ stakeholder interviews and market discovery sessions, driving strategic pivots that expanded addressable market potential by \$100M
- Built comprehensive IP landscape analysis and competitive intelligence using PitchBook, SciFinder, and Innography for gene therapy, diagnostics, and neuroscience sectors
- Developed financial models and business cases supporting technology commercialization and venture funding strategies

Young Presidents Organization, Albuquerque, NM

Sep 2023 – Mar 2024

Management Consultant

- Designed 18-month strategic expansion roadmap with C-suite executives, projecting \$7M incremental revenue through 4 strategic partnership opportunities
- Led comprehensive market entry analysis for residential construction expansion across 5 states, identifying Denver-Boulder corridor as optimal target using demographic and affordability modeling
- Built detailed financial projections and phased rollout models targeting \$450K–\$1.2M home segment, incorporating construction metrics and market penetration assumptions

Cornhusker Capital, Omaha, NE

May 2023 – Aug 2023

Investment Banking Summer Associate

- Executed research and valuation analysis across 9 transactions totaling \$210M, contributing to 2 signed LOIs in logistics and manufacturing sectors
- Developed comprehensive valuation models (DCF, precedent transactions, LBO) for a \$64M logistics acquisition, identifying \$4M in additional recapitalization value
- Managed due diligence processes using Firmex virtual data rooms, coordinating between legal counsel and acquirers while structuring earn-out and rollover equity terms
- Prepared detailed investment memoranda, management presentations, and transaction marketing materials for middle-market transactions

Sud Telecom Solutions, Cotonou, Benin

Jan 2021 – Jun 2022

Chief Operating Officer

- Led 30+ person cross-functional organization across sales, operations, and technical functions, achieving 15% year-over-year revenue growth through operational excellence
- Established scalable processes supporting national contract execution for West African Central Bank and 14+ commercial banking institutions
- Secured \$2M competitive tender for national fiber optic infrastructure project, generating \$100K projected annual recurring revenue
- Implemented Oracle NetSuite ERP and vendor management systems, reducing SLA breaches by 35% and cutting invoice cycle time by 28%

Sud Telecom Solutions, Cotonou, Benin

Jul 2018 – Dec 2020

Chief Administrative and Legal Officer

- Negotiated international supplier agreements with Israeli and Chinese manufacturers, achieving 10% reduction in annual procurement costs
- Led corporate compliance and risk management programs, improving audit pass rates to 85% and increasing cash flow margin from 5% to 11% of revenue
- Managed cross-border legal reviews, regulatory compliance, and due diligence for regional expansion initiatives across West African markets

Education

University of Notre Dame, Mendoza College of Business, Notre Dame, IN <i>Master of Business Administration, Finance, Academic Fellowship Recipient</i>	May 2024
University of Technology and Management Science, Cotonou, Benin <i>Master of Science, International Management, magna cum laude</i>	May 2018
National School of Administration and Magistracy, Calavi, Benin <i>Bachelor of Business Administration, magna cum laude</i>	Mar 2014

Certifications & Technical Skills

Certifications:

- NetSuite Certified SuiteFoundation (Oct 2024)
- Coupa Core Implementation Specialist (Oct 2024)
- Coupa Expense Management (Nov 2024)
- Workiva Platform Certification (Nov 2024)

Technical Proficiency:

- **Financial Systems:** NetSuite, Oracle Financials, SAP FICO, Coupa, Workday Financials, QuickBooks, Workiva, Adaptive Insights
- **Analytics & Research:** Capital IQ, PitchBook, Bloomberg Terminal, Power BI, Tableau, SQL, Python
- **Compliance & Audit:** SOX 404, AuditBoard, Vena, Risk-Control Matrix (RCM)

Awards & Languages

Awards:

- Young African Leader, U.S. Government (Mandela Washington Fellowship), 2021
- Distinguished Toastmaster, Toastmasters International, 2019

Languages:

- English (Fluent), French (Fluent), German (Basic), Fongbe (Native)