

# MARCO CARRILLO

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## SENIOR ANALYSIS PROFESSIONAL

Results-driven, experienced leader with proven ability of delivering critical initiatives, providing strategic insight of financial/operational impacts across different areas of the organization, and establishing strong partnerships across a wide range of stakeholders. Can create highly complex quantitative and financial models to analyze any business situation, yet can articulate its key insights, benefits, risks and strategic insights in clear and actionable terms.

## PROFESSIONAL EXPERIENCE

**ASURION** – Nashville TN

2012 to Present

*Private-Equity-funded company focused on providing mobile device protection and extended warranty contracts*

### ***Sr Platform Manager-Finance (July 2019 – Present)***

Responsible for alignment of the Finance platform to corporate strategy. During the first three months, created an in-depth analysis of the platform coverage, its value, needs for improvement. During the second three months, partnered with finance and IT stakeholders to prioritize development and understand resource needs to strengthen financial transaction flow governance and proactive financial issue identification and resolution across the enterprise.

### ***Senior Manager, Financial Analysis (September-2012-June 2019)***

- Created business outcomes that highlights operational, strategic and financial impact of new IT delivery models
  - Created the business case to outsource a significant portion of our Nashville development operations and save ~ \$10MM annually while increasing systems availability levels. Total 3-year NPV of ~ \$35MM
  - Analyzed company-wide financial implications of changing our legacy platforms to contain increasing IT costs. 10-year NPV of ~ \$100MM
  - Analyzed the impact of growing a development center in the Philippines by benchmarking against current offshoring arrangements that saved ~ \$10MM per year
  - Created customer scenarios/recommendation to reorganize the European Technology organization.
- Participates in corporate finance short- and long-term initiatives such as monthly, annual, and 5-year operation plans. Provides insight to P&L Risks and opportunities, sensitivity to key drivers, and analytics of cost behavior.
- Model, recommend, track, and steers ~\$100MM of spend based on an IT development framework that allows their 10+ budget owners to understand their capacity burn rate / portfolio investment.

**CAPITAL ONE** – Richmond, VA

2004 to 2012

*\$19B Fortune 200 company providing credit card and banking services to consumers and businesses in the US, UK, and Canada.*

### ***Senior Manager, Financial Strategy & Analysis (2011-2012)***

Partnered with the Shared Technology Services senior leadership to drive financial growth in a \$170M IT organization. Manage future spending by developing robust forecasting models. Continuously monitor balance scorecard, perform root-cause analysis, and develop action plans to return to budget. Facilitate monthly financial review, communicating monthly, quarterly, and annual results for the five groups in the division.

- Recognized for creating the financial infrastructure (reports, analysis, key metrics, and financial models) that enabled senior leadership to clearly understand the organization's risks, opportunities, and financial performance.
- Decreased budget variances from over 20% to less than 1%, achieving the lowest variance in the IT division by developing effective forecasting models and close partnership with business customers.
- Mentored two junior analysts who became top performers and were promoted at year-end.

### ***Senior Manager, Bank Operations Strategy & Analysis (2010 to 2011)***

Directed the financial analysis to support business process improvements for the fraud operation group. Partnered with call centers and credit risk management to implement new practices. Created and delivered business review process including financial, operational, customer experience, people management, third party performance, and compliance.

- Championed the creation of the bank fraud business strategy with senior leadership team; established the framework, led strategic sessions, and developed a successful presentation to Credit Risk Management.
- Proposed a staffing model for a centralized fraud prevention group that sustained desirable loss levels while retaining NPV of approximately \$3M and range of up to \$10M.

#### ***Senior Manager, Strategy & Analysis Card Recoveries*** (2008 to 2009)

Led the performance analysis of bankrupt assets portfolio with face value of \$2.5B. Collaborated with legal department to determine impact of new legislation on financials and ensured bankruptcy trends were included into pricing models. Analyzed and recommended new business opportunities to drive growth.

- Reduced revenue-forecasting variance from 35% to single digits by developing quantitative models to forecast five-year revenue from bankrupt credit card accounts.
- Prevented multiple individual and class action lawsuits, by working with the legal team and providing analytical support during the audit of business practices by the executive office of the US Trustee.
- Partnered with key vendor to quantify benefits of filing claims with the courts on Chapter 7-A bankruptcies; vendor had originally sized at more than \$100M, but ultimately resulted in 5-year NPV of approximately \$7.5M.

#### ***Senior Analyst, Strategy & Analysis - US CARD IT*** (2004 to 2007)

Performed financial and business analysis of strategic initiatives for the division. Partnered with accounting, marketing and analysis, enterprise infrastructure, risk management, and the office of the CIO to develop valuation of opportunities.

- Decreased costs by approximately \$30MM annually, by building the case for decommissioning outdated IT platforms and recommending strategies to optimize asset utilization.
- Facilitated the governance work stream of a new process to deliver IT work for the US CARD organization; created business metrics, performance scorecards, and monthly, quarterly, and annual business review.

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#### **CHIQUITA BRANDS INTERNATIONAL** – Cincinnati, OH

1998 to 2004

*\$3B Company that markets and distributes bananas and fresh produce under Chiquita and other brand names worldwide.*

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#### ***Senior Manager, Strategic Sourcing*** (2003 to 2004)

Charged with implementing end-to-end financial analysis to procurement activities throughout the organization. Teamed with financial managers, controllers, operations managers, and inland and ocean transportation subject matter experts to strategize plans to reduce costs of purchased goods and services.

- Saved approximately \$35M by developing financial models to quantify and consolidate corporate cost-saving strategies for agrichemicals, packaging, and fuel utilization.
- Reduced packaging costs by \$2M annually by taking advantage of Chiquita's shipping network, currency exchange fluctuations, and labor differentials between the US, Europe, and South America.

#### ***Manager, New Product Development*** (2002)

Represented company in a consortium of fresh produce suppliers (ProduceSupply.Org) that were charged with evaluating emerging technologies to establish protocols for fresh produce ecommerce.

- Key contributor in saving up to \$10M annually through the creation of a protocol to conduct business electronically while avoiding e-commerce fees and process complexity.

#### ***Global Management Development Associate*** (1998 to 2001)

Participated in the rotational leadership development program in the US, Latin America, and Europe. Partnered with executives across organization providing analytical, quantitative, and strategic frameworks to influence strategic decisions.

- Valuated equity of privately held third-party supplier in Ecuador for potential investment of \$20M.
  - Quantified savings of about \$3M annually by reorganizing the Panamanian subsidiary.
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### **EDUCATION**

**MBA in Analytical Finance / Accounting, University of Chicago Booth School of Business – Chicago, IL**