

Jose R. Sevilla, MBA — Building Organizations for Growth, Value and Profitability

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Bilingual Financial Professional (Hands-On) with vast LATAM experience.

Partners with company leadership as a **trusted advisor**. Formulates and implements cost containment, cash management solutions, financial and risk controls that drive profitability from start-up to multibillion-dollar companies. These multinational companies include such **diverse industries** as technology, manufacturing, Wholesale/Distribution, entertainment/gaming, advertising, media, and financial services.

Accomplishments Highlights:

- **Profitability:** CFO of **Supreme Gaming and Intralot**. Key team member that **drove sales to \$400 million** across five countries in less than three years.
- **Streamlining:** **saved \$42 million for American Express LATAM** region within two years through initiatives that improved financial, analytical, procurement and operational efficiencies.
- **M&A** led the purchase of three textile mills **increasing revenues of \$20 million** per year at **JR United Industries**.
- **Six Sigma methodologies:** **identified \$500K+ in annual cost savings at Paramount Group**.
- **Financing:** **secured \$40 million** for a liquidity event at **Supreme Gaming**.
- **Tax Strategy:** **generated a \$3.1 million NPV tax savings for Phoenix Investments** through offshore strategy.

Summary of Qualifications

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| ▪ Budgeting and Forecasting | ▪ Accounting Systems Design and Implementation |
| ▪ Cash Flow Management | ▪ Cost Improvement |
| ▪ Financial Analysis and Performance Metrics (KPIs) | ▪ Matrix Organization |
| ▪ Accounting Operations and Balance Sheet Analysis | ▪ Risk Management. |
| ▪ Cost and Internal Controls | ▪ Financial Modeling Advance Excel |
| ▪ Financial Reporting and GAAP Compliance | ▪ External Tax and Auditors Coordination |
| ▪ Variance Analysis and Commentaries | ▪ Investors and Bank Relations |
| ▪ ERP - SAP | ▪ Team Training and Development |

Professional Experience

Southshore Investment Group, Inc. Miami, FL.

2013 - Present

Privately held Investment Group trading exclusively in Bonds, IPOs, and Secondary Offerings.

CFO/COO

- Implemented procedures to improve settlements on trades. Resulting in **additional liquidity of \$500K**.
- Member of Investment Decision Committee (IDB).
- Manage trading operations i.e. Settlements, Open positions and Equity/Bond trading.
- Administer Cash Flow in our Brokers Dealers' accounts in New York, California, and London.
- Responsible for overall Finance, Accounting, and Compliance of the firm.

JR United Industries, Inc. Miami, FL

2012 –2013

A group of companies dedicated to the manufacturing of textiles, bath & body products, and specialty foods in LATAM.

Chief Financial Officer - Consultant

- **Headed the acquisition of three textile mills** resulting in **increased in revenue of \$20 million per year**.
- Structured Offshore Joint Venture. Projected **increased sales by \$5 million yearly** with additional **tax savings of \$100K per year**.
- Restructured the company's operations resulting in **savings of \$500K per year**.
- Performed due diligence and integration of acquisitions/valuation of new businesses. Responsible for accounting and finance operations of a portfolio of companies.

Phoenix Investments LLC, Miami, FL

Private Equity Firm operating in Central America & the Caribbean.

Chief Financial Officer

2006 – 2011

Promoted to Chief Financial Officer of private equity fund to oversee treasury the financial management of multi-million dollar portfolio of companies. Identified business opportunities and oversaw financial reporting, controls, compliance and external tax and audit processes.

- Guided deal team valuation analysts and **orchestrated the acquisition of four portfolio companies.**
- Leveraged business development experience and advisory skills to establish relationships with investors, investment bankers, and management of Phoenix Investments' portfolio companies.

Phoenix Investments' Portfolio Company: Supreme Gaming JV Intralot Latin America, Miami, FL
Joint Venture with Intralot, the technological global leading supplier of integrated gaming, sports betting management and transaction processing systems.

Chief Financial Officer

Built and supervised the accounting treasury and financial infrastructure and policies for this venture capital start-up. Implemented a Share Service Center.

- Key team member that **drove sales to \$400 million** across five countries in less than three years.
- Roll up a multi-currency accounting and finance system to accommodate financial reporting for operations in five countries.
- **Saved \$350K+ in licensing and consulting fees** by developing in-house budgeting and financial analysis system interface.
- Attained **\$1 million expense reduction** within the first year of JV through integration and restructuring.

Paramount Group Inc., Miami, FL

Leading drywall and stucco Construction Company in the Southeastern US

Vice President FP&A - Consultant

2005 – 2006

Created and implemented formal Share Services, to support the rapid growth of group of companies

- Strengthened decision-making and analytic capabilities by creating an interface between accounting and financial analysis systems.
- Led Start-Up of Scaffolds Leasing Company, which entailed negotiations and interaction with Chinese manufacturers and US regulatory agencies. **Added \$2 million in revenue** to the Group.
- Formulated long-term strategic plan, including retrenchment initiatives in the event of economic downturn. **Initiatives implemented during the Real Estate crash of 2008.**

Grupo Smart S.A de C.V, México City, México

The largest alternative Advertising Company in Mexico City

Director of Finance and Business Development

1997 – 2005

VC acquisition. Brought into the company to further media innovation, drive business expansion, grow revenue and direct all financial, accounting and strategic planning efforts.

- Played key role in **growing business to \$20 Million** through new clients and vertical integration.
- **Executed successful exit strategy** - Sold to Televisa Group.

American Express TRS Inc., Miami, FL

Leading global credit card company

Director of Finance, Share Services

1990 – 1997

Progressed through the organization from Financial Analyst to Director of Finance. **Designed, developed, and implemented DAS (Data Access System) technology platform** in the TRS Latin American division.

Education

University of Miami, Coral Gables, FL

Post-MBA, Advanced Financial Analysis for Valuation; Financial Analysis of M&A; M&A Strategies

MBA, Concentration: Finance & Computer Information Systems

BBA, Finance

Six Sigma Green Belt Certification 2006; FINRA Registered Representative 6225534; Series 6