

# Richard Guarnieri

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## EXPERIENCE

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### Inter-Con Security

Sep. 2020 – Present

*Chief Financial Officer, Latin America*

*Mexico City, Mexico*

- The world's leading provider of premium security services and one of the largest private security companies in the world with over 35,000 employees across North America, Latin America, Europe, and Africa – responsible for 13 direct reports and over 80+ indirect staff.
- Led high-performing teams that drove financial results and innovation across Latin America including Mexico, Colombia, Dominican Republic, Guatemala, Chile and Venezuela and steered complete reorganization of Latin America's structure, including restructuring of financial and accounting systems.
- Implemented a Finance GBS delivery model for Latin America, aligning financial and accounting services with business strategy, centralizing routine transaction processing and standardizing processes across operating countries, eliminating non-value-added activities.

### Panalpina

Jun. 2019 – Aug. 2020

*Chief Financial Officer, Mexico*

*Mexico City, Mexico*

- Among top-5 Freight Forwarding / Logistics companies worldwide. Over CHF \$300 million annual revenue – responsible for 8 direct reports and over 70+ indirect staff.
- Led DSV Panalpina M&A efforts in Mexico valued at USD \$60 million, including transaction funding, due diligence, negotiation, and post-closing integration.
- Navigated through and resolved legal and compliance challenges (over USD \$5 million in disputed collections) and drove efforts in attracting and developing finance talent.

### Panalpina

Jul. 2018 – May 2019

*Head of Controlling, Mexico*

*Mexico City, Mexico*

- Managed and ensured all financial activities, records, and reports of a CHF \$300 million annual revenue organization accurately represented the business's financial state of affairs.
- Secured CHF \$250k+ in annual cost savings and triggered productivity improvements over 30% by designing and implementing innovative financial frameworks from the ground up.
- Structured and streamlined redundant day-to-day operations resulting in more accurate and timely financial information, boosting overall performance by more than 40%.

### Panalpina

Sep. 2017 – Jun. 2018

*Finance Controlling Manager, Central America and the Caribbean*

*Panama City, Panama*

- Directed Financial Reporting and Controlling tasks in five countries: Panama, Costa Rica, Dominican Republic, El Salvador and Venezuela.
- Successfully led implementations of Financial SAP Systems in Central America and the Caribbean, improving operational efficiency of finance systems by 40% (via Single Client) and achieving over CHF \$250k annual cost savings.
- Drafted and executed the centralization of Finance's Central America and the Caribbean activities into one single cluster in Panama, streamlining processes and ensuing over CHF \$200k EBIT increase per annum and performance/productivity boosts of 20%.

## EDUCATION

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### Technological University of Panama

November, 2018

*Postgraduate's degree, Project Management*

*Panama City, Panama*

- GPA: 2.9/3.0 | Developed the PMI Project Plan – Sports Complex.

### Technological University of Panama

November, 2018

*Postgraduate's degree, Higher Education*

*Panama City, Panama*

- GPA: 3.0/3.0 | Developed the Curriculum Design of the Master's degree in Industrial Systems.

### Technological University of Panama

June, 2013

*Bachelor's degree, Industrial Engineering*

*Panama City, Panama*

- GPA: 2.3/3.0 | Board member of the XVII Congress of Industrial Engineering.

## PROGRAMMING LANGUAGES AND TOOLS

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- Advanced **Python** scripting, experience with Jupyter Notebooks, Data Science libraries (Pandas, NumPy and SciPy), Machine Learning libraries (scikit-learn), advanced visualization tools (d3.js), web scraping (Beautiful Soup), and interactive web mapping (Leaflet).
- Frontend experience with HTML, CSS, **JavaScript**, SASS, Bootstrap, utility-first frameworks such as Tailwind CSS, Templating Engines (Handlebars.js, Jinja2), and React.js.
- Backend experience with Node.js, Express.js, Flask, **SQL and NoSQL databases** such as MySQL, PostgreSQL, and MongoDB, SQL ORMs (Sequelize, SQLAlchemy), NoSQL ODMs (PyMongo), RESTful APIs.
- Experience working with **Unix / Linux** environments (including shell scripting), AWS, Heroku, TDD (Test-Driven Development) libraries such as Jest, **Cryptography**, Progressive Web Apps (PWA), Webpack, GraphQL.
- Strong **Git** experience, including branching, merging and pull request workflows.

## SKILLS AND LANGUAGES

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- **Skills:** Strategic planning; strategic partnerships; revenue modeling; budgeting & forecasting; financial reporting & accounting; controlling; contract negotiations; internal and external auditing; P&L and balance sheet management; managerial finance; tax planning; change management; quantitative and predictive modeling; logistics regression analysis; statistics and mathematical optimization; advanced Excel (PowerQuery, Data Modeling); advanced PowerBI (DAX).
- **Languages:** English; Spanish; Portuguese.