

PATRICK WETZELS

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PROFILE

I am an innovative leader with proven ability to produce results for Finance, Operations & IT with a strong track record of creating high-performance cultures and developing reporting structures, through using well-developed stakeholder & change management techniques. My extensive experience comes from having a 20+-year career in high profile Project & Finance roles in Fortune 500, international, multi-site and big four environments and matrix structures. Tenacious problem solving, supported by strong interpersonal skills, have led to development of communication skills required to be a manager, mentor, and coach throughout my career



CORE SKILLS & EXPERIENCE

- Restructuring, Transformation & Change management
- Stakeholder management & Project coordination
- Management reporting, budgeting & forecasting
- Implementation of technology solutions
- Process simplification & continuous improvement
- Acquisitions & Integration (>60 sites globally)
- Business & commercial support
- ERP implementation, centralisation, & upgrades

LANGUAGES Fluent in Dutch, English and German. Basic understanding of Danish

IT Finance Systems: Super user: SyteLine, AFAS
Finance Systems: Highly experienced: Hyperion Financial Management, MS NAV, SAP
Finance Systems: Basic user: Baan IV & Baan LN, Oracle, Exact
MS Office: Excel, PowerPoint & Word – Advanced

CAREER HISTORY

Kwik Consulting Ltd 2018 (May) – Current
Interim & Change Management - Owner

CFO reporting to founders/owners of the company 2022 (Oct) – (Current)
Equitystream, The Netherlands/UK, T/O€0m; Employees: 2; Direct Reports: N/A

Responsibilities
Overall finance & operations responsibility for EMEA & US Operations

Key Achievements

- Cleared up 2 years backlog of unreconciled financial transactions within 3 months after hiring
- Developed timely and accurate management accounts to owners

Interim Manager reporting to Head of Finance 2023 (Apr) – (Current)
ROC Ter Aa, The Netherlands; T/O: €40m; Employees: 500; Direct Reports: N/A

Responsibilities
R2R Process optimisation/Year End support/P2P solutions implementation/Senior Project Controller

Key Achievements

Project Manager reporting to Head of Finance 2020 (Nov) – (Current)

Summa College, The Netherlands; T/O: €120m; Employees: 1500; Direct Reports: N/A

Responsibilities

R2R Process optimisation/Year End support/P2P solutions implementation/Senior Project Controller

Key Achievements

- Implemented AFAS ERP system with CRM, HR & Purchasing system integration within 9 months
- Reduced month end cycle from 3 weeks to 1 week during this assignment
- Introduced process simplification and optimisation leading to an organisational restructuring project
- Setup & managed Project Control function within a 2-month period leading to stability in project results
- Initiated & delivered P2P solution within 3 months leading to 25% immediate savings in procurement
- Restructured & lead Project Control function as Sr Project Controller leading to 150 hours of savings

Portfolio Manager reporting to VP Finance 2021 (Jun) – 2020 (Oct)

SAI Global, The Netherlands; T/O: €30m; Employees: 80; Direct Reports: 1

Responsibilities

Interim Portfolio Manager responsible for all financial activities of 5 entities

Key Achievements

- Job shadowed and taken over UK and Dubai accounts within 1 months after being hired
- Maintained productivity and ensured timely production of month end results during sale of business

CFO reporting to owner 2020 (Apr) – 2020 (Oct)

Steel Solutions BV, The Netherlands; T/O: €12m; Employees: 30; Direct Reports: 3

Responsibilities

CFO ad interim with overall finance & operations responsibility for 3 businesses

Key Achievements

- Reduced month end cycle from 3 weeks to 3 days within a month after being hired
- Streamlined reporting by using Power BI, providing daily management information within 2 months
- Headed warehouse layout optimisation leading to 30% high yield increasing Eur 150K T/O p/month
- Key stakeholder in development digital global steel platform
- Achieved critical additional funding through various subsidy and investment activities in 3 months
- Implemented P2P solution moving the business to a fully automated solution within 4 months

Project Manager reporting to FD 2019 (Feb) – 2020 (Mar)

Manchester Airport Group, United Kingdom; T/O: €1bn; Employees: 40,000; Direct Reports: 4

Responsibilities

Project Manager for delivery of SAP, Finance Team & Processes for US Business

Project Manager for Group Finance Optimisation

Key Achievements

- Implemented SAP G/L, Sales Ledger and Purchase Ledger for MAG USA within 3 months after being contracted
- Introduced SLA & KPI's <7 months changing Group Finance from transactional department into a service provider
- Hired Finance Integration Team (7 heads) covering 3 acquisitions prior to handover to Group Finance
- Managed & optimised \$25M Fixed Asset balance by building Fixed Assets Register for MAG USA
- Coordination and stakeholder management through chaired monthly Steerco meetings for the 2 assigned projects

Interim Finance Manager reporting to FD 2018 (Jun) – 2019 (Feb)
Engie Infra & Mobility, The Netherlands; T/O: €67bn; Employees: 155,000; Direct Reports: 7

Responsibilities

Finance Manager ad interim with overall finance & operations responsibility for Infra & Mobility business

Key Achievements

- Provided cover for Finance Manager position on interim basis so new Finance Manager could be recruited
- Improved MI by streamlining reporting cycle leading to improvement of EBIT from €-1.6M to €100K in 6 months
- Headed negotiations with E-Mobility JV partner resulting in collection of €1.3M overdue balances

Johnson Controls International

2016 (Apr) – 2018 (Apr)

Legacy Tyco - Fire & Security Manufacturer/Service Provider T/O \$10bn

Finance Director reporting to CFO

2016 (Apr) – 2018 (Apr)

Tyco FI&S Continental Europe, United Kingdom; T/O: £1bn; Employees: 2,600; Direct Reports: 13

Responsibilities

Finance Transformation Lead (centralisation controllership function) in Continental Europe

Key Achievements

- Headed Ramp Up & Go Live Continental Europe entities within 8 months after hiring accelerating project from expected 4-6 months delay back to the original deadline by putting in a new & strong team and by building strong personal relationships through local presence
- Taken control of Swiss businesses by implementing balance sheet reconciliations & reviews leading to restored trust in ability to deliver quality in a centralized environment
- Delivered annual reports of Tyco Netherlands Enschede (11 months delay) within 3 months after hiring
- Facilitated Transformation Manchester to Bratislava whilst maintaining performance and morale of R2R Department during transition

IDEAL Industries

2013 (Sep) – 2016 (Apr)

Multi-Industry Manufacturer T/O \$1bn

Finance & Operations Controller Europe reporting to Group Finance Director

2013 (Sep) – 2016 (Apr)

IDEAL Industries, United Kingdom; Networks Division; T/O: £25m; Employees: 80; Direct Reports: 15

Responsibilities

Overall finance & operations responsibility for EMEA & US Operations

Key Achievements

- Initiated & delivered consolidation of UK ERP systems - streamlining information & saving 100 hrs/month
- Introduced Kanban system reducing inventory by 40% whilst maintaining 98% delivery guarantee to customers
- Implemented Delegation of Authority matrix & organised segregation of duties within 3 months after hiring
- Headed companywide restructuring impacting 40% of staff whilst maintaining 'as is' processes & productivity
- Directed ME close & reporting standardisation and simplification, bringing forward ME close 4 days to WD 1
- Coached local Controllers, leading to zero adjustments during the first internal audit in company history
- Implemented Rolling Forecast processes, delivering monthly and quarterly forecast files with variance analyses and bridge schedules

Fircroft Engineering Services Ltd

2013 (Jul) – 2013 (Sep)

Global Technical Recruitment T/O \$1bn

Regional Finance Controller (Interim) reporting to International Finance Controller

2013 (Jul) – 2013 (Sep)

Fircroft Engineering Services Ltd, United Kingdom; Global Recruitment; T/O: \$1bn; Employees: 400; Direct Reports: 10

Responsibilities

Overall finance & control responsibility for CIS (Former Soviet Union) & Europe regions

Key Achievements

- Directed MEC & reporting standardisation & process simplification, facilitating global deadline reductions
- Trained local Controllers, changing accounting processes from Russian to Western standards during assignment
- Appointed as lead speaker at CIS Finance Conference 2 weeks after start date

SPX CORPORATION

Fortune 500 Multi-Industry Manufacturer T/O \$5bn

2004 (Jan) – 2013 (Jul)

Finance Integration Manager/Finance Director reporting to Regional FD 2011 (Nov) – 2013 (Jul)
SPX Flow Technology, Germany; Extraction Systems; Acquired Nov 11; T/O: \$30m; Employees: 40; Direct Reports: 3

Responsibilities

Overall finance & control responsibility as SET/Board member for this newly acquired German entity

Key Achievements

- Accelerated finance integration, from target of 1 year to 6 months, through stakeholder & change management
- Introduced financial MI enabling the business to increase profitability by 4% and ensure 100% cash conversion
- Implemented & executed Project Control System achieving \$1m savings in 2012
- Established SOX compliant contract approval process within 6 months of acquisition
- Engaged multiple function leads in managing SAP 6 & Hyperion implementation within 1 month
- Implemented and successfully tested Internal Control environment in compliance with SOX within 1 year target
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Finance Director reporting to Regional CFO 2010 (Jun) – 2011 (Nov)
SPX Flow Technology, Denmark; Lead Commercial & Mfg Site; T/O: \$100m; Employees: 300; Direct Reports: 10

Responsibilities

Overall finance & control responsibility as SET member for entities in Denmark, Sweden, Norway and Finland

Key Achievements

- Centralised EMEA Project Control: >\$150m of projects within 3 months
- Headed core finance function migrations of 4 Nordic businesses from Genpact to internal SSC
- Aligned business functions to improve cash flow from <10% to >100% cash conversion within 1 quarter
- Maintained morale and continued to meet targets for reporting output when local work force reduced by 50%
- Headed & implemented Danish Transfer Pricing policies & procedures avoiding penalties Danish authorities
- Submitted Annual accounts with zero adjustments leading to unparalleled low Audit fees (PY: additional \$120K)

Divisional Controller/Finance Director reporting to Regional CFO 2008 (Jun) – 2010 (Jun)
SPX Flow Technology EMEA/APV HQ, United Kingdom; T/O: \$900m; Employees: 3,000 Sites: 60; Direct Reports: 45

Responsibilities

Head of consolidation for EMEA Region & overall finance & control responsibility as SET member for UK Head Office

Key Achievements

- Recognised during 2012 SPX Conference as finance lead for the 1st entity to achieve zero control deficiencies.
- Assisted Finance Integration of \$900m (APV) global acquisition into SPX Flow Technology within 1 year
- Facilitated European transformation project amalgamating 48 FTE from 35 entities into the new EMEA SSC
- Controlled Genpact SSC migration to the new EMEA SSC by building strong relationships with both parties
- Supported SPX Tax & implemented new EMEA Transfer Pricing policies and procedures within 6 months
- Hired >15 key finance staff members, all individuals promoted to senior roles in SPX

Financial Controller reporting to Segment CFO 2004 (Jan) – 2008 (Jun)
SPX Netherlands BV, The Netherlands; Hydraulics Manufacturing; T/O: \$150m; Employees: 150; Direct Reports: 3

Responsibilities

Overall finance & control responsibility as SET member for Dutch entity

Key Achievements

- Headed 'Lift & Shift' finance activities from the Netherlands to US SSC within 2 months (5 months early)
- Identified cross-functional issues, reducing lead times from 6 months to real time delivery
- Implemented Internal Control environment in compliance with SOX regulations within 1yr
- Negotiated nil VAT & Import Duties with Dutch Tax Authorities on renewed Transfer Pricing
- Headed Commercial restructuring of the business, reducing distributors by 80% to 15 main distribution centres
- Successfully implemented new ERP system (SyteLine) within 3 months - on target

DELOITTE & TOUCHE

1999 (Sep) – 2004 (Jan)

Audit & Consultancy T/O: \$800m; Employees: 5,500

Auditor reporting to Audit Manager

1999 (Sep) – 2004 (Jan)

Deloitte & Touche, Maastricht/Heerlen, The Netherlands;

Responsibilities

- Reviewing and verifying records and external financial statements leading an auditing team of three

Key Achievements

- Promoted to lead auditor with a team of 3 within one year
- Managed payroll controls for largest Dutch University Hospital (> 5,000 employees) as Interim Manager
- Effective application of EU regulations to achieve \$1m EU Funding for non-profit client

Education

2020 – 2021 EXIN Blockchain Essentials & EXIN Blockchain Foundation

2015 – 2018 CIMA Professional Level

2004 – 2012 US GAAP Training (annual), University of North Carolina, Chapel Hill

2005 – 2007 IT Management Diploma - AMBI, CCO, Heerlen, NL

1999 – 2003 Dutch Qualification (ACCA equivalent), Hogeschool Zuyd, Sittard, NL

1997 – 1999 Diploma in Accounting: MEAO-BA, Arcus College, Heerlen, NL