

MARK LOPEZ

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EXPERIENCE

ATWORK GROUP – Recruiting Company
Founder, CEO

Chicago, IL

May 2019 – Oct 2023

- Built the company's Chicago office from the ground up, designing and executing a compelling business plan
- Recruited, trained, and supervised a team, leading strategy and daily management of sales and operations
- Reached breakeven and turned initial net loss into a net profit with double-digit net profit margin

KRAFT HEINZ

Chicago, IL

Global Head of Operations Finance - Reporting to the COO and CFO

Mar 2018 – May 2019

- Oversaw the company's \$16bn in annual COGS, with a global footprint of 80 plants worldwide
- Led and supervised a cross-functional team comprised of over 100 employees, across 5 geographic zones and 3 functions: Procurement, Manufacturing, and Logistics Finance
- Delivered over \$300m in cost savings, mitigating the impact of a highly inflationary environment
- Responsible for global Working Capital: delivered 100bps yoy improvement in percentage of net sales
- Prepared and presented to the CEO and CFO monthly financial results and quarterly Board Meeting materials, explaining variances to forecasts and providing recommendations and action plans to reach targets
- Led the annual budget and 5-year Strategic Plan, designing and implementing timeline and deliverables

DEUTSCHE BANK

New York, NY

Vice President - Investment Banking, Global Industrials Group (Promoted from Associate) Aug 2014 – Mar 2018

- Ranked in the top 5 across the investment bank, recognized for both quantitative and qualitative skills
- Meaningfully supported the automotive franchise, advising on M&A and financing projects for Fortune 10 automotive OEMs (General Motors), Tier 1 suppliers (BorgWarner), and car rental companies (Avis)
- Led the bank's nascent Autotech franchise development, advising pre-IPO companies in fields including EVs (Proterra, Faraday Future), autonomous vehicles (NIO), and advanced driver assistance (Quanergy)
- Analyses performed include public comparables, precedent transactions, DCF, LBO, IPO, accretion/dilution

Selected transactional experience

- **BorgWarner's acquisition of Sevcon:** Cross-border M&A buy-side advisory, sole advisor – \$200m (*Closed*)
 - Led the entire due diligence process, coordinating with client business teams and sell-side advisors
 - Conducted valuation work and advised on offer price negotiation and exclusivity agreement
- **Wilsonart:** Term loan B for dividend recapitalization, lead left arranger – \$1.2bn (*Closed*)
 - Coordinated the transaction, led investor calls, and prepared the executive team to optimize terms

L'OREAL

Miami, FL

Commercial Controller, FP&A - Luxury Products Division

Sep 2009 – Jul 2012

- Oversaw sales budget for entire Travel Retail Americas division, representing 15 brands such as Lancôme
- Supported average annual sales growth of 16%, while improving gross margin by 590bps
- Renegotiated commercial agreements, reducing customer allowances by 130bps and returns by 40bps
- Implemented new product launch process with profitability analysis, eliminating unprofitable products
- Created, implemented, and maintained internal control policies and verified compliance with internal auditors
- Supported the M&A integration of Yves Saint Laurent in close partnership with IT, Sales, Marketing and HR

Junior Budget Controller, FP&A - Yves Saint Laurent Beaute

Jan 2009 – Aug 2009

- Oversaw sales budget for YSL Beaute, representing six brands including Yves Saint Laurent and Zegna

DELOITTE

Paris, France

Junior Financial Auditor - Audit Services

Jan 2007 – Dec 2007

- Validated balance sheet and income statement accounts by performing cut-off tests and other auditing tools

EDUCATION

THE UNIVERSITY OF CHICAGO BOOTH SCHOOL OF BUSINESS

Chicago, IL

Master of Business Administration, Concentrations in Finance, Accounting and Economics Sep 2012 – Jun 2014

- Graduated with Honors, placed on Dean's Honor List every quarter; GMAT: 720 (95th percentile)

AUDENCIA NANTES GRANDE ECOLE (top 5 French business school)

Nantes, France

Masters in Management, Double Major in Finance and Control/Audit

Sep 2005 – Aug 2009

- Class Rank: 8/448; Salutatorian of the Finance Major

ADDITIONAL INFORMATION

- U.S. and French citizen, keen traveler (Peru, South Africa, Japan), and sports enthusiast (soccer, rugby)
- U.S. Karate Champion of the JKAFF brown belt National Tournament, New Orleans, LA, 2009