

Omar LAZRAK

Phone : +33 6 58 07 93 54 | Email : omar.lazrak@hec.edu | Paris, France.

EXPERIENCE

Fresenius Medical Care Finance & Risk Manager

Paris, FR
Dec 2022 - Present

- Secured €1.2M EBITDA uplift (15% revenue growth) over 2 years by implementing a confidential pricing strategy and targeted commercial initiatives, significantly enhancing market penetration and profitability.
- Optimized cash cycle by resolving €8M (80%) in invoicing disputes, by identifying pain points and bottlenecks across invoicing cycle, redesigning workflows, and implementing key controls that accelerated cash conversion.
- Captured €2.7M in annual synergies by leading financial modeling, cost mapping, and operational integration for 5+ clinic acquisitions; expanded patient base by 300+ and optimized resource allocation across southern France.
- Improved operational transparency by 50% and saved 10h/week/team by managing end-to-end S/4HANA deployment across 3 business units (250 staff), aligning IT, finance, and operations to ensure timely delivery.
- Delivered €1M in annual savings and cut local team workload by 30% by leading the GBS transition to Poland; standardized processes across 3 entities, developed SOPs, and coordinated cross-cultural training.
- Mitigated €200M EBITDA risk by leading impact assessment of China's "Made in China 2025" policy; analyzed manufacturing eligibility risks, modeled financial exposure, and presented mitigation scenarios to the C-suite.

Protiviti ROBERT HALF Finance Consultant

Paris, FR
Sept 2021 - Dec 2022

- Protected client from €2M+ regulatory penalties by leading high-risk compliance audit for a major oil company in Africa; supervised 10+ SOX engagements for Fortune 500 firms globally.
- Recovered €2M cash-flow for UK automotive multinational through Celonis analytics implementation, eliminating 95% of aged receivables within 3 months.
- Closed firm's first-ever M&A transaction (€120M), delivering valuation, and negotiating end-to-end with investment bankers/Big Four auditors to ensure successful execution.

Deloitte Senior Auditor & Financial Due Diligence Advisor

Paris, FR
Sept 2017 - Sept 2021

- Uncovered €5M+ in financial misstatements during 10+ IFRS audits for CAC 40 clients (LVMH, Worldline, Vivendi), resolving compliance gaps and strengthening internal controls to mitigate regulatory risks.
- Mitigated €3M+ in financial risks by uncovering impairment testing deficiencies on \$500M+ R&D assets, created a standardized testing framework, automated checks, and training 50+ juniors to reduce audit errors by 30%.
- Secured €2M in direct savings (10% deal discount) for buy-side M&A deals by performing EBITDA normalization and net working capital diligence, flagged non-recurring adjustments, and supported client negotiation strategy.
- Accelerated deal approvals by 25% and reduced partner review time by 40% by delivering high qualitative executive summaries under tight deadlines, synthesizing complex analyses into clear, actionable insights.

EDUCATION

HEC Paris MSc in Finance (Executive Track).

Jouy en Josas, FR
Sept 2024 – June 2026 (Expected)

- GPA:** 3.74/4.0 (Estimated top 10-15% of the class) – Thesis in Progress.
- Achievements:** Ranked 1st/25 teams in capstone module for designing an LBO strategy for a mid-market industrial firm, praised by investment fund partners for IRR optimization and scalability.
- Activities:** HEC Maroc (3h/week) - Led Station F forum connecting students with top Moroccan founders and leaders.

Neoma Business School Master in Management (Grande École).

Rouen, FR
Sept 2012 - June 2016

- GPA:** 3.7/4.0 (Top 20% of the class).
- Activities:** VP, NEOMA Maroc (5h/week) – Led 15-member team to host 8+ high-profile events with 200+ attendees.
- Award:** 1st/30 "Most Innovative CSR Initiative" award in Global Village for Future Leaders program (Lehigh University).

ADDITIONAL INFORMATION

- Languages:** French/Arabic (Native) English (C2 - TOEIC: 920/990).
- Technical:** Power BI (15+ dashboards), Celonis (Certified – Oct 2021), Excel/VBA (Proficient – 50+ automations).
- Sports:** Hyrox Competitor - Achieved 1h19 (Top 20% Globally across Nice, Paris, Barcelona)
- Mentoring:** Finance Tutor of 5+ underprivileged students (2h/week), achieving 100% exam pass rate.