

# ROBERTO EMMANUELLO

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nato a Monza il 07/09/1973

## MAIN PROJECTS

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Business processes re-engineering with the aim of improving the efficiency and/or quality of products / services  
Set up of controlling and reporting procedures  
M&A, due diligence, gap analysis  
Start up of Business Unit

## WORK EXPERIENCE

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*Xerox Italia Rental Services, Milan, Italy (2014 – Present)*

*Italian branch of Xerox SpA, operating in the field of medium and long-term rental of Xerox Printing Systems.*

### **Performance management & improvement**

Provide input to the interpretation of the monthly financial results and commentary  
Responsible for monitoring areas of financial performance against Key Performance Indicators (KPI's) held in the financial scorecard, escalating issues where management action is required, with supporting analysis.

### **Pricing and Commercial Control**

Provide financial support in preparation of the annual Sales/Partners targets. Monitoring the actual result and deviations vs targets  
Provide standard and ad hoc pricing in adherence with Plan targets, monitor deviances and provide support to reach the KPI's  
Provide financial support to deal construction

### **Financial control & compliance**

Responsibility for co-ordination and completion of local financial control processes, ensuring compliance with all relevant policies in relation to financial controls  
Cost Controlling and Purchasing  
Providing local intelligence to the Centre of excellence in line with agreed guidelines

### **Business strategy & strategic planning**

Provide ad hoc support to Line Of Business Finance Leaders and wider Finance team, responsible for sourcing information and providing quality analysis of information  
Supporting the Finance Team and the General Manager in preparation of the business unit annual plan and outlook in line with centrally defined guidelines and providing input into the planning and outlook models including analysis of trends and key metrics.  
Contributing to longer term business planning exercises

### ***LeasePlan Italy, Milan, Italy (2008 – 2013)***

*Italian branch of a Dutch multinational company (LeasePlan Corporation) operating in the field of long-term leasing and fleet management. The Italian turnover is Euro 700 million; Managed fleet of over 85,000 vehicles; 450 employees. LeasePlan Corporation figures: More than 6,000 dedicated employees around the world; Managing over 1.3 million vehicles worldwide; Top 3 market positions in the majority of the 30 countries in which we operate; General banking license in the Netherlands since 1993; Owned indirectly by the Volkswagen Bank GmbH (50%) and Fleet Investments B.V. (50%).*

#### **Risk Manager**

Monitors and analyzes risks within the company and reports on these risks to the Management Team.  
Oversee the enterprise risk management process and ensures alignment with organizational objectives  
Responsible for evaluating the credit of new clients as well as managing ongoing credit reviews, collateral and margin limits  
Oversee all operational risk management activities, implementing mitigation actions  
Purchase of insurance programs, management of claims and loss control activities, management of relationships with third party service providers including brokers and insurers, preparing loss analyses and budgets, identifying exposures, recommending solutions, implementing approved programs, promoting loss prevention, updating and monitoring compliance with insurance procedures  
Business Continuity Planning activities for the organization

#### **Planning and Business Controller**

Pricing management and profitability analysis at client level and set up of the pricing through the evaluation of the standard cost base and contractual waivers.  
Evaluation and monitoring of strategic and operational KPI, providing financial, commercial and strategic support to the business  
Risk (credit, insurance and assets risk) and cost controlling  
Monthly Management Accounting (IFRS)  
Budgeting and Business Analysis  
Statutory financial statement, Tax Reports  
Liaison with internal and external auditors

#### **Risk Controller**

Credit and Insurance Risk Controlling, assessment of risk and provisioning level  
Fleet risk assessment: impairment of the core assets, support to the residual value setting  
Identify and develop controls and processes to ensure risks management  
Budgeting and Business Analysis

### ***Zambon Group, Milan, Italy (2003 – 2008)***

*Italian multinational company operating in the Chemical and Pharmaceutical industry (turnover: Euro 500 million, 2,300 employees)*

#### **Group Controller**

Group Operating expenses and working capital management, Production of reports to support management; analysis of sales performance, evaluation of launch of new products, economic evaluation of new contracts  
Reviewing capital appropriation requests. Support in the definition of investment targets of the production site, R & D facilities. ROI analysis  
Management of cash pooling, Group cash flow; Consolidated financial reporting (receivables, financial ratios  
Treasury Back Office

Consolidated statutory and management financial statements  
Business Planning, P&L, Balance sheet & liquidity planning

### *Manuli Rubber Industries, Milan, Italy (2002 – 2003)*

*Company listed in the STAR segment of the Borsa Valori di Milano operating in the rubber and plastics sector, leader in the design, manufacture and marketing of reinforced rubber hoses for hydraulic and automotive (turnover Euro 350 million, 3,000 employees )*

#### **Controller**

Evaluating KPI and profitability targets within the budgeting process and monitoring the performance of the subsidiaries of the BU Hydraulic. Analysis of budget deviations. monthly management reporting and analysis

Auditing of the subsidiaries

Evaluation of the launch of new products / services. Ad hoc analysis

Consolidated statutory and management financial statements

Monthly financial reporting, quarterly forecasts and yearly budget. Budget variance analysis

### *Commerzbank, Milano Italy (2001 – 2002)*

#### **Accounting and Financial Statements**

Accounting and Financial Statement support

## **QUALIFICATIONS AND SKILLS**

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- Excellent knowledge of Office Packages (Excel, Word, Access, Powepoint)
- Good knowledge of ERP (JDE)
- Good knowledge of Hyperion and of Easy Consolidato
- Good knowledge of Business Intelligence SW (Essbase, Cognos, Business Object)
- Good knowledge of Piteco
- Good knowledge of Microsoft Project

## **LANGUAGES**

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English (advanced) - French (beginner)

## **EDUCATION**

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Master's Degree in Economics – Business Administration - Università Cattolica del Sacro Cuore di Milano

Diploma di maturità tecnica commerciale (Ragioneria) presso I.T.C.G. A. Doria di Cinisello Balsamo (MI)