



# Francisco J. Ferrão

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## CROSS-FUNCTIONAL PROFILE

### EXECUTIVE MANAGER

- Supervisor of operations, including; sales and marketing, finance and human resources.
- Financial and operational skills to maximize and strengthen the internal capacity of a growing and high impact organization - Administrative, Financial and Management Control activities.
- Strong cost management / operational margin skills and tight and effectively monitor performance against plan.
- Knowledge of change management and risk assessment, and to ensure that these risks are being monitored and managed – Strong budget and treasury management.
- Management / operation ability to consistently deliver distinctive and memorable results and exceptional operational standards, accomplishing the organization's strategic objectives.
- Embracing culture and vision by promoting unity and teamwork among all departments, with the promotion of solidary and productive internal and external organizational relationships.
- Acting as the main point of communication between the Board and operations - ability to solve problems and provide solutions - support of auditing and accounting teams.
- Concern about building personal credibility, behaving to the highest ethical standards, respecting and treating others fairly and inspiring trust in all relationships.
- Ability to lead career development of self and others by attracting and maintaining high performance talents, encouraging and supporting career development and leading to continuous learning.

### SPOKEN LANGUAGES

Bilingual - Portuguese / English. Proficient: Spanish, French and Italian.

### EDUCATION

- MFin Specialized in Business and Financial Management – UIP
- BBA Specialized in Accounting and Business Administration – ISCAL
- Competitive Strategy – Ludwig – Maximilians - Universidad München (LMU)
- Model Thinking - University of Michigan
- New Models of Business in Society - University of Virginia

### TECHNICAL COMPETENCIES

- SAP, JD EDWARDS, Crystal Reports, VCF

### ADDITIONAL COMPETENCIES

- Board and Memberships (Partial Listing)
  - OCC - General Meeting member
  - PT Association of Finance Executives Vice President
  - ANETIE Vice President
  - APDPO Board Member
  - CIP International trade task-force member

### PERSONAL COMPETENCIES

- Leader and a visionary as well as an active and energetic individual of exemplary character, high integrity and openness combined with commitment to good governance.
- Exceptional communication skills at all levels, strong IT skills, always being ahead of new technologies. Ability to handle high levels of pressure and critical decision-making.
- Highly motivated, with an enquiring mind and passion for excellence and innovation in pursuit of business growth and success.

## PROFESSIONAL EXPERIENCE

### MYGLICO INC. - BIOTECHNOLOGY

#### 16 – GENERAL MANAGER/ CIO/ CFO

- Align the corporate business model to leverage industry opportunities, such as product/service strategy, target markets, financial supervision and strategy, go-to-market, and sales strategy.
- Overall responsibility for managing the revenue and cost elements - income statement (P&L - responsibility).
- Ensure effective governance of all the shared services.

#### NOTABLE ACCOMPLISHMENTS

First completely non-invasive tester with high accuracy levels. CE - approval. FDA process to be approved in 2019.

### WHITEK SECURITY SYSTEMS – IT/TELECOM SECURITY

#### 14 - GENERAL MANAGER / CSO/ CFO

- With a cross-functional and multidisciplinary expertise aligning the company's management with its strategy and objectives.
- Responsible Sales, Finance and planning, delegating, coordinating, staffing, organizing, and decision making to attain desirable profit making results for an organization.

#### NOTABLE ACCOMPLISHMENTS

Creating and developing a multicultural and multinational partnership to participate in research and product development activities. Achievement of 3 fully function new globally patented solutions to enhance privacy.

### AASTRA TELECOM PORTUGAL, SA. - TELECOM

#### 04 -16 CORPORATE DIRECTOR – FINANCE / HR

- Assessing services and Financial Services as well as providing organization-wide analysis, expertise and financial advice.
- HR initiatives such as: employee relations, strategic planning, compensation, career building and benefits, training, and recruitment.

#### NOTABLE ACCOMPLISHMENTS

Profound restructuring, reorganization and rationalization of the business activities on a more efficient basis to ensure the profitable growth and reliable revenues.

### OTHER OLDER EXPERIENCES

#### BAPTISTA, RAMALHO & PEREIRA, LDA. – CONSTRUCTION HARDWARE

##### 01 - 03 - FINANCE MANAGER

- Overall Finance Operations and department management.

#### LABNORMA, LDA. – LABORATORY EQUIPMENT

##### 00 - 01 - FINANCE MANAGER

- Overall Finance Operations and department management.

#### GILLETTE PORTUGAL, LDA. FAST MOVING CONSUMER GOODS

##### 99-99 - BUSINESS PLANNING COORDINATOR

- Information System and market analysis responsible.

#### WARNER LAMBERT PORTUGAL – PHARMACEUTICAL AND FMCG

##### 97 - 98 - BUSINESS PLANNING COORDINATOR

- Budget, finance management, control and reporting.