**MARIO A. GONZALEZ PADILLA**

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**SUMMARY**: Over thirty five years of international experience in the United States, Mexico, South America and Europe managing treasury, financial and administrative operations including accounting, foreign exchange and interest risk exposures, planning, merger & acquisitions, auditing, systems, purchasing and procurement, taxes, project development and human resources. I’ve been exposed to the Consumer, Housing, Transportation, Infrastructure, Industrial and Service industries. I am in search of continuous personal growth and career development in Mexico or Internationally and where I could combine the analytical and managerial aspects of my education and background, and use my experience and knowledge to help others acquire competences, team building abilities and values.

**CURRENT EXPERIENCE:**

**PRESENT PARTNER CONSULTANT** in Asesores de Soluciones Empresariales (Asem) bringing organizations financial advice related to company value creation. Acts as senior consultant in financial technics related to Strategic Planning, Institutionalization, Financial Efficiency Technics, Project Evaluation, Merger & Acquisitions, Alliances’, Company Valuation, Fiscal Planning, Financing among others.

**2016-Jan 2018** **CHIEF FINANCIAL OFFICER (CFO), NADRO** a Mexican large pharmaceutical group with 6,000 employees, sales above US$2,200 million through the service and delivery of 13,500 products daily to 26,000 points of sale in México. Experienced in new investments in health services, acquisition of pharmacy chains, and establishment of new companies servicing health patients. Introduced and implemented new Planning Tools integrating the company´s strategic vision with bottom up aligned activities so that goals and responsibilities are well defined and understood, resources planned and actions controlled for value creation.

**2014-2016** **CHIEF EXECUTIVE OFFICER (CEO) PAM, Pichardo Asset Management** an investment advisor with an investment open fund in Mexico, called PAM and another closed fund register in the NYSE, as MXE, with AUM of $150 million dollars. Lead the management of internal process that include Research and Analysis, Portfolio Management, Back Office and Compliance with SEC and with CNBV in Mexico.

**EXPERIENCE: GRUPO FARMACOS ESPECIALIZADOS 2009-2014**  (6 years of Experience)

**2012-2014** **CHIEF OPERATING & FINANCIAL OFFICER (COFO) Grupo Farmacos Especializados**, Mexico and for both companies FANASA & FESA, a national pharmaceutical distributor & a pharmacy chain company with 100 points of sale throughout the country. Total group sales of US$2,000 million, 10 branches and with more than 5,000 employees. Leading all administrative and operational functions, reporting to the President of the Board of Directors and heading a group of nearly 1,500 employees. Immplemented cross functional portafolio management economic indicators evaluating customers, products, suppliers and geographies. Introduced abc costing and EVA indicators throughout the organization.

**2009-2012** **CHIEF FINANCIAL OFFICER (CFO) Farmacos Nacionales, FANASA, México, a** national pharmaceutical distributor with sales of US$800 million, with more than 15,000 customers, 9,000 products, 300 suppliers and 400,000 daily transactions. In charge of all administrative and support functions including controllership, finance, taxes, purchasing, systems, HR, legal among others.

**2007-2009** **CFO of Grupo Mexicano de Desarrollo, GMD,** a public Mexican company, project developer and leader operator of Infrastructure Projects with activities in roads, water, energy, waste management, ports, industrial and construction. Responsible for all Administrative & Financial functions. Leaded Project evaluations and bid processes for infrastructure government and private projects.

**2004-2007** **CFO of HOMEX** Home developer and market leader in México, with sales over US$1 billion, more than 15,000 employees and developing, building and selling more than 40,000 homes yearly. Reported to the President of the company and headed all support functions, Finance, Controllership, Auditing, Taxes, Human Capital, Legal, Systems and General Services. Responsible for listing the company in the Mexican and US stock exchanges (BMV & NYSE), long term financing in the US markets (144A) and expert in 404 SEC compliance (Sarbanes Oxley – SOX).

**2001–2004** **CFO of PANAMERICAN BEVERAGES MIAMI, FLA**. Reported to the President of the group

PANAMCO, the largest soft drink bottler in L.A. with sales over US$2.6 billion and presence in 7 countries. Panamco headquartered in Miami (today FEMSA) is a public company that produces and distributes substantially all Coca Cola soft drink products to a base of close to 124 million consumers in one of the fastest growing youth markets of the world. Direct responsible of more than 500 professionals working in the 7 regions as well as the corporate headquarter with dedicated activities in all the Financial and Administrative functions. Among other initiatives had designed and implemented renewed administrative and control policies, set up together with the CEO strategic vision and targets, identified key performance measures and realigned the system support activities, set up foreign exchange practices, debt management strategies, identified and implemented tax advantage strategies, share service initiatives, procurement synergy actions and new auditing procedures as a result the new and changing legal and reporting environment

**EXPERIENCE: GRUPO TMM 1995-2001**  (6 years of Experience)

**1998–2001** **CFO OF TFM, MEXICO, BOARD MEMBER OF TVM AND TMM.**

Reported to the President of Transportacion Ferroviaria Mexicana, a company with activities in railroading, intermodal and logistics, privatized in mid-97. Direct responsible of a group of 170 professionals working in areas such as finance, accounting, auditing, budgeting, purchasing and procurement, taxes, insurance, revenue, systems, project development, among others. Responsible of the project financial bid offer for $850 million dollars, negotiated and obtained from more than 50 financial institutions over the world and being considered as the “deal of the year” in the high yield market. Had an important role during the privatization of the railroad and the transformation of the company to a one of the most efficient railroads in America, generating a top high 40% of EBITDA margin. Designed and put in operations new state of the art administrative processes and systems.

**1995–1997** **CORPORATE COMPTROLLER OF GRUPO TMM, MEXICO.**

Reported to the President of Grupo Transportacion Maritima Mexicana with sales of $800 million dollars, more than 4,000 people and activities in logistics, maritime and ground transportation, ports, terminals and others. Responsible for the administrative area including accounting, budgeting, auditing, systems, purchasing, taxes, risk management and credit among others. Executive Committee Member and TMM representative in joint ventures including the Port of Manzanillo, ground transportation, logistic and liquid storage concerns.

**EXPERIENCE: DOW CHEMICAL 1983-1995** (13 years of experience)

**1992–1995**  **ITALIAN REGIONAL FINANCIAL DIRECTOR, DOW CHEMICAL ITALY**

Reported to the President of the region where the Dow group employs 1200 persons. The company consolidated sales in Italy are 1 billion dollars, produced in 7 manufacturing sites and one research center. Main subsidiaries are Dow Italy, Gruppo Lepetit, Dow Elanco and Domopack that produce and sell industrial chemicals, plastics, pharmaceuticals and household consumer products correspondingly. In addition in Italy the group counts with a financial company named First Chemical Factoring in which the Finance Director is ex-officio President. This company has activities in factoring, leasing, project financing and financial arbitrage. A total of 19 professionals report to the regional Financial Director, responsible of capital structure and resource allocation, business planning, financial strategy, foreign exchange and risk management, insurance, credit activities, fiscal planning and project development. Member of the regional Board that defines business strategies and management practices.

**1990–1992** **CORPORATE FINANCIAL OPERATIONS MANAGER, MIDLAND MI. USA**

Reported to Dow Chemical’s Treasurer & Vice President with full responsibility for the short term funding requirements of $2 billion dollars, i.e. commercial paper program, master notes, loans participation and libor swapped alternatives. Accountable for corporate and international net cash positions of US$150 billion, managing cash flows throughout the world. Managed the risk management activity, in which we maintained hedging and speculative positions of nearly US$7 billion dollars and used a large variety of vehicles and instruments such as: financial futures, options, OTC products, swaps & exotic derivatives. Managed a portfolio of investments and financial arbitrages of 500 million dollars through which implemented fiscal and financial engineering transactions. Prepared monthly macroeconomics analysis used for corporate treasury strategies and the Treasurer’s Board Report. Set up global financial policies, methodologies and control reports.

**1988–1990** **REGIONAL FINANCIAL DIRECTOR, DOW CHEMICAL MEXICO, MEX.**

Reported to the President of the Mexican region in which group sales were of 100 million dollars. Responsible for finance and credit functions, business and fiscal planning, trade export & import activities, as well as foreign exchange and transaction exposure management through which made 60% of the group’s profits via financial arbitrage transactions. Member of the group’s operating management Board (Lepetit, Dow Elanco & Dow Quimica) that set regional strategies.

**1987–1988** **REGIONAL FINANCIAL DIRECTOR, DOW GROUP ECUADOR, QUITO**

Reported to the President of the region in which consolidated sales were of 40 million dollars. In addition to the financial activities was responsible for business strategies and pricing policies of a consumer business with sales of 4 million dollars. Main achievements were price volume analysis and the use of incremental cost absorption decisions that allowed profit maximization. After it’s successful restructure was able to turn profitable a 35 million dollar joint venture found in financial distress. Negotiated Dow’s eventual investment divestiture.

**1983–1987** **FINANCE MANAGER, DOW CHEMICAL MEXICO, MEX.**

Developed an interactive planning system that allowed sensitivity analysis and helped to achieve efficient decision making in areas such as: sale volume & pricing, fiscal planning, capital structure analysis, foreign exchange and working capital management as well as to measure the effects of macroeconomics changes. Implemented and made the planning system operative in Colombia, Argentina & Ecuador, being later a standard for Latin America. Managed the group’s funding and investment activity and developed a pioneer electronic cash flow system.

**OTHER EXPERIENCE:**

**1980–1981** **PLANT OPERATIONS MANAGER, INDUSTRIAL LITOGRAFICA, MEX.**

Managed the manufacturing activities of a plant valued in 5 million dollars, in which there were 110 employed workers that produced 15 million dollars of goods annually. Analyzed and assessed existing production operations and using engineering techniques reduced man-hours and improved productivity by 30%. Set up scientific inventory management and quality control practices based upon statistical models. Established new working regulations, standard operating procedures, maintenance policies and an employee development program that together with training sessions helped to achieve job enrichment. Conducted the expansion of the company’s facilities, adding up a new production line.

**EDUCATION:**

**Actual** **Professor of Various Master Degree Programs in Mexico for 15 years; including MBA & MS programs from the Universidad del Valle de Mexico and Universidad Politécnica de Morelos (UPEMOR).**

Professor of Finance and Business courses such as Strategic Management, Economic Project Valuation, Human Resources Systems, Financial Techniques, Company Valuation, Organization and Controlling among others.

**1983 MASTER OF SCIENCE, ENGINEERING ADMINISTRATION, USA**

George Washington University, School of Applied Science, Washington DC

**FINANCE COURSES MBA PROGRAM**

School of Business Administration George Washington University

**1981 ECONOMICS AND MANAGERIAL SCIENCES DIPLOMA**

Graduate School American University, Washington DC, USA.

**1980 INDUSTRIAL ENGINEERING BACHELOR**

Universidad Autónoma Metropolitana, México

**PERSONAL:**

* Married with two children
* Date of Birth: April 10, 1958
* Citizenship: Mexican
* Languages: Spanish, English and Italian
* Interests: Reading & Sports
* Publishes Financial & Business Articles in magazines like Expansion and Ejecutivos de Finanzas and Participates Actively in Conferences.

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* Board Member for Southern Bridge Capital Fund a LA infrastructure fund
* Board Member for PAM Investments, an investment fund quoted in Wall Street named MXE
* Board Member for Solusoft, a Business Solution Enterprise from Panama and L.A.