

# MAURO SARZI AMADE'

Mobile [REDACTED]

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## PERSONAL INFORMATION:

Age: [REDACTED], [REDACTED]

ADDRESS: [REDACTED] [REDACTED] se [REDACTED]

## EDUCATION & MAIN INTERNAL TRAININGS

- Università Cattolica Milano: Economics Academic Degree (1982-1987)
  - Developing Leaders who develop others – Leadership Training
  - Project Delivery Excellence – Project Management Training
  - Global Finance Excellent – Financial Competency
  - Leadership Skill Development
  - Value in Action - Financial Business Analysis Training - Michigan (US)

## PERSONAL SKILLS

### MOTHER TONGUE

Italian

### OTHER LANGUAGES

English: Good

French: Good

## ORGANISATIONAL SKILLS

- Project and team management
- Ability to adapt to multicultural and complex environments
- Communication skills (high ability to write with clarity and to transmit information effectively);
- Work under stress
- Leadership in an international environment;
- Team spirit

## TECHNICAL SKILLS

- Excellent Skills in Financial Business Analysis and Controlling
- Good knowledge of SAP and BW applications

## ADDITIONAL INFORMATION

- Interest in Historical Books
- Sport: Running & Swimming

Autorizzo al trattamento dei dati personali ai sensi del D.Lgs.196/2003

**WORK EXPERIENCES: Whirlpool EMEA HQ: Pero (Milano)**

Highly professional as Finance Manager, Pricing Management and Strategic Projects  
More than 20 years experience and career progress in leading manufacturing multinational company.  
Key strengths are Project and team management, broad experience in finance, SAP project deployment, Customer Service Management, Spares Parts Management, Process optimization and implementation...  
Highly motivated, solid performer, result driven  
Deep Knowledge of pricing, accounting, financial, operational, and marketing principles  
International experience on solving complex business challenges;

**• 2016 – 2017 - European Compliance Manager - Finance**

- In this role of the EMEA Compliance Manager in Finance I am responsible for:
- Leading of SOX (Sarbanes–Oxley ) compliance and Internal Control across EMEA region; participating in issue resolution and provide compliance support for the Markets
- Preparation and review of region-specific accounting policies in accordance with guidelines from global headquarters in Benton Harbor (USA).
- leading continuous auditing on compliance requirements, in line with audit plans developed and agreed with Country Controllers and Process Owners
- I am currently managing a team of 3 persons

**• 2013 – 2016 - European Pricing Manager Consumer Service**

- In this role of the EMEA Price Manager I created and implemented the pricing strategy that enables the business to maximize profit margins from sales whilst continuing to drive growth
- I am driving major initiatives in Pricing and work cross-functionally with international teams, finance, sales & marketing improving systems and processes
- Responsible for the implementation of various analytical models using appropriate data mining and statistical tools to generate recommendations to resolve issues and identify business opportunities.
- Leading report out processes to senior leadership as well as data analysis, market pricing feedback processes including transactional, leakage and price waterfall analysis to identify areas of opportunity.

**• 2010 – 2012 - Trade Marketing & Pricing Project Manager**

- Project Leader of the revise pricing approach from Cost Plus to Customer Perceived Value by price harmonization across comparable spares parts (20k codes) in all EMEA countries
- Developing and Implementation of the European Discount & Commercial Policy within the Price strategies in alignment to the company profit targets and price position strategy.

**Main Targets/Benefits:**

- Price Setting and execution of more than 20k items
- Discount Guideline Definition by Country (20) and Channel (10)
- Deliverables include country and cluster business planning & updates, KPI development and measurement, commercial dashboard monthly reviews.
- Develop and drive the monthly Management Operating System for pricing with finance, product management and business leadership to refine and improve pricing across channels, categories, projects and product lines

**• 2008 – 2010 - SAP Project Manager Customer Service**

- In this position I was the European responsible for the BPM project implementation in all Customer Service entities, HQ and 25 markets, to align the SAP financial processes & procedures and to move the reporting structure from Hyperion system to BW

**Main Targets/Achievements:**

- Implementation a new Management Reporting in BW at European level with the standardization of the SAP financial architecture
- Redesign of profitability analysis tool with new cost center structure and current Pricing procedure
- Financial Integration CRM Platform with SAP and BW
- Change Management process application on all financial departments

- **2004 – 2008 - European Warranty Controller**

Manager of all Financial and Controlling aspects of the Warranty Spare Parts Costs at European level (105M € yearly level in 25 Countries)

**Main Targets:**

- Budgeting, Planning, and Business Analysis
- Lead 1 Direct Reports + 20 Country Controllers in dotted lines
- Ensure the application of the Policies & Procedures and GAAP rules
- SG&A efficiency: Optimization and control

### **Whirlpool France: Paris**

- **2003-2004 Sales Controller for the Professional Products**

Sales Controller on the French Sales Organization for the Business of the Professional Products sold through big Hotel Chains and dedicated Trade Partners (Annual Business Turnover: 12 M Euro).

**Main Targets:**

- Budgeting, Planning, & Analysis
- Controlling & Management of Margin and Profitability

### **Consumer Service Business Unit**

- **2002-2003 Business & Planning Analysis Manager**

Directly report to the European Finance Director | Managed all Financial and Controlling aspects of the Spare Parts Sales business (80 mln Euro of Turnover)

**Main Targets:**

- Providing an effective, accurate, timely flow of information as budgets, forecasts, monthly reports,
- Variance analysis,
- Investment financial analysis

### **CTO – Corporate Technological Organization**

- **1999-2001 Global Financial Manager for New Product Development**

I was responsible for financial analysis and business control of all projects related to investments at worldwide level.

**Main Targets:**

- Provide strategic analysis and financial decision making support as appropriate to the top management.
- Coordinate Global team in order to allocate correctly Capitals and Technical Expenses to new projects
- Implement and Manage the internal post-audit activities
- Provide financial leadership and analytical support to all company regions (South America, India, Asia, Europe and US.) to deliver the highest possible earnings and cash flow.
- Controlling & Management of Margin and Profitability (EVA)

### **Whirlpool Europe – SUPPLY CHAIN**

- **1996-1998 Project Manager in the Logistics Systems Dept.**

I was involved and led various Projects to improve Planning and Shipping processes at European Level

**Main Targets:**

- Build to Order Project Manager
- Performance Indicators Supply Chain Manager
- EDI project leader