

ANA SIMÃO



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24/07/1978 · LISBON | PORTUGAL

EXECUTIVE SUMMARY

Experienced Senior Economist with a robust 23-year career dedicated to navigating the intricacies of Finance and Operations arenas. My expertise lies in formulating and executing strategic business strategies that guarantee company profitability, ensuring stability for established entities and facilitating the successful launch of startups. My role extends to navigating volatile markets and overseeing treasury functions for new ventures. In my capacity, I have spearheaded initiatives that champion the formation of high-calibre multidisciplinary teams. This involves driving transformative change through a combination of strategic planning, consultancy, and leveraging information technologies. The goal is to establish a seamless flow of financial data and market intelligence, fostering a comprehensive understanding of the dynamic economic landscape.

My professional ethos centres around achieving elevated levels of efficiency, consistently delivering top-notch outputs and fostering an environment of innovation. I am committed to upholding standards of excellence, promoting organizational consistency, and achieving quantifiable results.

SKILLS

Accounting | Tax Optimization | Financial Debt | Partnerships | Financial Institutions | Business Restructuring | Controlling | Reporting | Internal Controls | Finance Management | Business Strategy | Risk Management | Negotiation | Shared Services Implementation | Leadership Management | Cross-Cultural Leadership

Languages: Portuguese (Native); English (Advance); Spanish (Intermediary)

Information and Communication Technology Tools; Office (Super User)

PROFESSIONAL EXPERIENCE

Finance & Accountant Director — Jimpisoft | CarPro Systems | November 2023 till now



- Report to CEO | Jimpisoft & CarProsystems
- Oversee the business's day-to-day financial operations.
- Lead production of deliverables, including Consolidated Financial Statements, Investors Updates and Business & Financial Reviews.
- Provide reliable financial reporting, forecasting, and analysis to guide decision-making.
- Ensuring compliance with local law, tax provisions, and relevant industry and financial regulations.
- Lead the budgeting activities.
- Create and monitor the company policies and internal controls.
- Act as a focal point with external entities (Banks, Auditors, Accounting Firms, Lawyers, Consultants, others).
- Ability to prepare clear and concise documentation and build an efficient local accounting organization in a fast-growing environment.

Corporate & Tax Senior Consultant - Freelance | June to November 2023

- Portfolio of customers mostly in the pharmaceutical sector, acting as an adviser in Corporate (New Businesses or restructuring) and in Tax Consulting.
- Supporting Consulting Companies, such as Septvalor and EXE – Corporate & Tax.

International Finance Director - VAPOTHERM INC | 2021 – 2022

- **Direct Report to the CFO and cross-functional to the International VP. UK Finance & Operation team reports.**
- Responsibilities of the International (52 countries) being part of the Corporate Structure in the US.
- Acted as a financial strategic and operational partner to open the company from “International to Global”, as I interacted with all departments facilitating projects, optimization, and restructuring processes to achieve goals.
- Finance & Operations Team Leader where the company had a presence (UK and Germany), reviewing accounting and Tax optimization processes.
- Responsible for creating positions and business processes to achieve higher profitability and change management.
- Member of the Leadership Team for the International Team and of the Executive Committee (USA).

ACHIEVEMENTS:

- New position creation and colleague engagement, interacting with Sales, Accounting, Analytics, Senior Management, IT, Purchase, Logistics and external accounting and tax partners.
- Review of implemented processes, adaptation, and implementation of new ones.
- Successful business cases implemented as Team Leader with significant results increasing sales and decreasing costs.
- International partner in multi-disciplinary projects (Accounting and Tax's, Analytics, IT, Operations & Logistics projects) with recognized positive interactions and acting proactively in Change Management.

Finance Director & Operations Director - Watch Planet, Unipessoal, Lda, Planet One S.A., Watch IT, S.A., Watch Planet II, S.A. | 2020 - 2021



- **Direct Report to the Owner and CEO. Team of 10 direct reports.**
- Leader of Finance and Operations departments, responsible for Customer Care, Logistics, Technical Assistance, Controllershship, Accounting and Tax's, Treasury, Cash & Credit Management, IT & Communications, and Human Resources.
- Responsible for the restructuring of business processes so as to achieve higher profitability and change management.
- Interaction with all external partners: IT, Communications, Accounting/Audit & Taxes and Logistics.
- Acting as a strategic and operational partner of the Board, I interact with all departments as a facilitator of projects, optimization, and restructuring of business processes to achieve goals.

ACHIEVEMENTS:

- Implementation of new ERP version after reviewing all business processes.
- Review of processes and updated needs in all departments as they were obsoleted for several years.
- Redesigned, negotiated, and implemented a new site B2C and B2B.
- Human Resources position created and organized / functional and structural.

Finance Director/CFO/Board Adviser - Laboratórios Atral, Vida | 2016 - 2020



- **Direct report to the CEO and the Board of Directors. Team of 30 direct reports.**
- Lead and coordinate the following sectors: Controllershship, Accounting & Tax, Purchase/Procurement, Treasury and Cash Management, and Information Technology.
- Advise the Board of Directors on financial planning, budgeting, cash flow, investment priorities, and policy matters and contribute to developing strategic goals and objectives and the overall management of the organization.
- Represent the organization externally, particularly in banking, strategic and commercial negotiations.
- Oversee, manage, and organize finance, operations, and Information technologies teams work for operational projects and Due Diligence (Finance/Tax; Legal and Quality).
- Production and Logistics Expert in processes such as Manufacturing Resourcing Planning II, Capacity Resourcing Planning, and Warehouse GMP's.
- Management and Development of Internal Talent.

ACHIEVEMENTS:

- Three years of sales, EBITDA, and Net-Results growth above 2 digits.
- Tax restructuring with a successful return for the company.
- Debt restructures and financial ratios achieved.
- Strategic planning and follow-up of three new antibiotic plants financed with working capital.

Head of Controllership / Board Adviser - Laboratórios Atral, Cipan, AtralCipan SGPS, Vida, Pharbal | 2007 - 2016

- **Reporting to the CEO and Board of Directors**, as Head of Controllership for Laboratórios Atral and Cipan – Companhia Industrial Produtora de Antibióticos, S.A., responsible for developing financial management strategy & development, contributing to the organisation's restructuring process and growth goals. **Team of 2 direct reports for all companies.**
- In addition to the strategic business, overseeing the development and implementation of more complex policies and procedures in corporate finance, taxes, and general operations finance operations. Impact over operations activities with transversal impact over plant operations and logistics.
- Due Diligence and M&A coordination for all areas.

ACHIEVEMENTS:

- Strategic Plan and restructuring process successfully implemented for both companies.
- Management Controlling implemented in all group companies (Updated information and correction over the data in the ERP – Extract using SQL and Power BI)
- Successful sale of Laboratórios Atral, S.A. and Cipan – Companhia Industrial Produtora de Antibióticos, S.A.
- Debt restructures and financial ratios achieved.

Business Finance Partner - Pfizer | 2004 - 2007



- **Report to the Business Finance Director and the Finance Director in Portugal. Cross-functional report to Spanish General Manager.**
- Support the Neurosciences & Pain Therapeutical Area, Hospital Business Unit in Pfizer Global Pharmaceuticals and Clinical Trials as a business partner:
 - Execution and accomplishment of Long-Range forecasts, Operating Plans, and Quarter Forecasts.
 - Investments/analyses: In Plan and Out of Plan; NPV, Special Reps Incentives.
 - P&L Interactions: LOE products, Products Launch, Proposed Price Cuts.
 - Market analyses: Competitors Analyses/Behaviour, Parallel trade controls.
- Business partner for Pfizer Consumer Healthcare with responsibilities over strategic and financial - Report to Pfizer Spain.
- Finance Department Team Leader for Internal Communication Group (Intranet, Magazine, etc.) since July 2004.

ACHIEVEMENTS:

- Recognised Finance and Business Partner by all Business Units.
- Shared Services implementation (Dublin) with interaction at O2C, ID, P2P and R2R levels.
- Successful coordination and sale of Consumer Healthcare business unit to J&J.

Finance and Operations Manager/Head Finance and Administration at CibaVision BU - Novartis Farma | 2002 - 2004



- **Report to the Spanish General Manager. Team of 8 direct reports.**
- Lead and coordinate all actions related to Financial Reporting, Business Planning Analyses, Local Profitability, Credit Management and Key Account Management.
- European team member for Pan-European projects (Finance, Sales, and Marketing).
- Start and close of Refractive Surgery business unit.

ACHIEVEMENTS:

- Business growth higher than 2 digits.
- Implementation of internal controls for all areas.
- Super User for SAP design and implementation.
- International Business Partner recognized and included in high-performance teams.

Programme Assistant and Project-Consulting - Fundação Aga Khan | 2019 - 2002



- **Report to the Projects Director**, for all projects in Portugal.
- Implementation and support of economically non-profit projects financed by Aga Khan Foundation and by PROACT.
- Concept and develop sustained projects with Local Partnerships and Social Marketing.
- Promotion of Initiatives of social economy.

ACHIEVEMENTS:

- Active partnerships open with non-profitable organizations and profit companies (Social Marketing).
- Designed and coordinated the first “Info Exclusion” and the first “Social Volunteering” conferences in Portugal.

ACADEMIC QUALIFICATIONS

- 1996-2000: **Economist**- ISCED 5 - Instituto Superior de Ciências do Trabalho e da Empresa (I.S.C.T.E.)
- 2001-2002: **Financial Analyse post graduation** (inc. 2 subjects) - Instituto Superior de Economia e Gestão (I.S.E.G.)
- 2003: Advance Programme for Executives in **Tax's** - Universidade Católica Portuguesa
- 2005: Executives Course - **Entrepreneurism** and **Innovation Management** - Universidade Católica Portuguesa
- 2007-2008: Executive Master in **Marketing Management** - Instituto Superior de Ciências do Trabalho e da Empresa (I.S.C.T.E.)
- 2023: **Accounting, Bsc** – Universidade Europeia
- Several trainings in **Leadership; Project Management; Soft Skills; Microsoft Planner; Six Sigma Belt**.