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| **Francisco Romero Arteaga**  **Public accountant** | ▪ (Mobile) 564-285-7973  Email: [francisco.romerof2@gmail.com](mailto:francisco.romerof2@gmail.com)  <https://www.linkedin.com/in/1973franciscoromero/>  Universidad Autónoma del Estado de Morelos  1993-1998 Cédula Profesional |

**Senior manager - FP&A Manager - Finance Controller - Cost manager – Senior accountant manager**

Over 22 years of success leading and supporting accounting management, internal controls financial sustainability, growth, and profitability goals of manufacture and finance areas.

* Solutions-focused and creative problem solver with success identifying discrepancies and reducing cost variances while working with colleagues to improve accounting practices, strengthen cost control, improve compliance, and drive business value.
* Strong leader and interactive team member influencing collaborative environments and commitment to bottom line goals across all professional levels.

Highlights of Expertise

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| * Finance reporting and analysis, NIF & ICFR * **Budget and forecast administration** * **APICS- CPIM (Certified in Planning & Inventory Management)** * **Standard Cost Control & Variance Analytics as KPI** * Internal and external audits & compliance | * Project & Program Management (Decommissioning Plant in Roche Toluca) * **Internal Controls & Risk Management** * Team Development, Leadership & Training * Executive & Corporate Governance * Critical Thinking & Problem Resolution * **ERP SAP & SAP B1 Implementation** |
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**Computer / Software**: ERP SAP Advance (FI-CO, CO-PA, MM, FIXED ASSETS, INTERNAL ORDERS), MS Office (Access, Excel, Word, PowerPoint), IMMEX import/export program, Magnitude

**Languages:** English (Fluent), Spanish (Native)

**Career Experience**

**FINANCIAL CONTROLLER,** BIOCLINICOS FLEMING SA DE CV 2021-2022

Business leader who collaborates with salesforce and laboratories to implement operational processes control to gathering financial information appropriately from different financial management systems, detect deviations and generate proposals to improve the profitability of this. Handle billing, accounts receivables, tax, cost, treasury, and manage SAP B1 implementation. Insight Legal, IT, Purchase, and warehouse areas. Monthly cash flow.

Eliminate monthly service contracts that were not used (6 Axtel lines, computer equipment leases, purchases of supplies for covid)

**Improved accounting development** by adapting payroll to current operating needs (33% reduction in June 2021) and move payroll from outsourcing to 100% by the company. Control of legal issues (labor demands, assurance of COFEPRIS permits) Reduction of the car fleet using leasing with TIP to take advantage of tax benefits, Prepare and sign financial statements.

**CONTROLLER,** LABORATORIOS KENER, S.A.DE C.V., 2017 - 2021

*Establish and monitor financial planning, cost control, and accounting processes of Toluca production plant and Mexico City corporate office for a Pharma Manufacturing company comprised of 500+ employees and generating $40M annual USD sales. Directly report to Finance Director and supervise a team of 6 management, finance, and analytical professionals.*

* **Maximize profitability and sourcing ROI** by optimizing annual production budget cost planning, and pricing structure for 200+ Pharma SKUs. And 20 new launches. Create finance reliability as business leader in Toluca Plant
* **Impact stakeholder and corporate budget and forecast decisions** by providing monthly financial reports (BS and P&L) detailing operational expenses, projections, forecasting, and variance analysis. Budget and Forecast control and execution during building syringe plant. Manage corporate reports.
* **Improved accounting department accuracy and tax policy compliance** by implementing “Electronic Accounting” processes. Liaison with external audit to prepare and approve business statement and obtain external opinion for stakeholders and SAT requirements on March 2017 together with annual tax declaration, adapting “coeficiente de utilidad” and reducing by 40% monthly partial taxes payments helping to annual cash flow (form 1 millions mxp to 0.6 million mxp)
* **Strengthened internal controls and expense tracking** by initiating a cost variances study project focused on detection and resolution of incurred to expected cost projection variances in manufacture plant Toluca

**IMPORT / EXPORT & WAREHOUSE MANAGER,** ROCHE MEXICO, 2011 - 2017

*Coordinated and led direction of end-to-end demand to distribution operations to ensure cost-effective and continuous production, supply, and replenishment of 76 SKUs within strict timeline, cost planning, and deliverable goals. Report to Local, regional and global managers to align global goals.*

* **Applied Agile Methodologies in budget, Forecast, and demand planning** of full import/export warehouse operations, production of specialty care products, and domestic distribution of psychotropic products. Manage S&OP meetings.
* **Planned and executed internal audits** to identify and resolve inventory discrepancies, non-compliance issues, excess expenditures, and inventory surplus. Develop a plan to recover materials during destruction process to be reused and avoid contamination.
* **Improved operational productivity and quality control** by collaborating with Quality and Risk Management teams to implement the Corrective Action-Preventative Action (CAPA) system. Business leader implementing line-manning project to standardize operational process, transforming activities from a task point of view to processes. Budget control of 100,000 usd annual

**INTERNAL AUDITOR,** ROCHE MEXICO, 2010 - 2011

*Tracked and maintained internal controls and financial reporting processes to ensure accounting accuracy and regulatory compliance across multiple business functions. Interfaced with leadership and stakeholder teams in conducting corporate and multi-site audits, process improvements, and risk management initiatives. Certified as internal control over financial reports (ICFR) from Roche Switzerland.*

* **Attended international audits and plan internal audits, as well as lead follow-up and corrective action** of reported findings, identified risks, and non-compliance issues.
* **Promoted corporate governance in streamlining accounting processes** and revising operational policies to ensure adherence to tax policy and regulatory requirements.
* **Planned and executed recovery plans** to address excess expenditures, cost variances, and high-risk audit areas.

**ACCOUNTS PAYABLE CHIEF,** ROCHE MEXICO, 2005 - 2010

*Develop, train, and supervise team of accounting specialists in day-to-day operations of procurement, invoicing, payment processing, account reconciliation, vendor management, and reporting processes. Stablish GR/IR KPI as efficiency control.*

* **Established a Standard Cost Calculation process across finance, logistics, and production,** developed an accounts payable model of services, and assisted Brazilian and Mexico Affiliate Operations, including Service Share Center Latam.
* **Improved overall department accuracy and team performance** by upgrading and transitioning internal Accounts Payable tools and reporting systems. SAP-AMEX-ARIBA interface.
* **Tracked and maintained regional KPI compliance** in payment processing, invoice turnaround, antiquity of GR/IR, and advance payments objectives.

**Pharma Budget Analyst, ROCHE 2004-2005**

Direct report to Finance Director in financial analysis and forecasting of 4 local affiliate operations. Get approval and report to Roche Switzerland by magnitude and SAP systems.

**Cost Control Specialist, ROCHE 2000- 2004**

• Prepare the cost standard of Roche products for 178 SKU  
• Report manufacturing cost variations to the production manager and put in control under +/- 3%  
• Prepare the income statement and reconcile expenses from CO to FI in ERP SAP  
• Booking and control of import expenses and report of VAT for imports  
• Prepare the purchase electronic file to determine and support transfer prices  
• Prepare the business case for the first export of Psychotropic product to the USA  
• Dismantling of the beta-lactam plant and its products  
• Transfer transactional operations of ERP SAP to the Service Shared Center in Brazil

**Accounting Analyst ROCHE 1998-2000**

• Control of fixed asset invoices under construction of the chemical plant's production buildings.

• Capitalization of assets, budget management and carry over

• Control of payments to customs agents and prepare electronic file of import purchases

• Prepare the budget of the chemical division and follow up with the managers of the chemical plant.

• Implement SAP in the FI Accounts Payable module.

• Improve the performance of manufacturing orders resulting in recovery of Ibandronic Acid during the NAPSO manufacturing process.

**Education & Credentials**

**Finance, Accounting & Administration Training:**

Scientific Problem-Solving Technique (2012), Professional & Team Communication, American Management Association (2003), Standard Costs Study - CEFA (2000), SAP - Grupo Roche Syntex (2000), Business Statements re-expression and 5 Adjustments – CEFA (1998)

**Additional Certifications:**

Production & Inventory Management (APICS), active

Green Belt, Zurich, 2012

Internal Control over Financial Reporting (ICFR), 2010

**Skills**

Team Development, Leadership & Training

Willingness to learn

Ethical and integrity

Proactive cross- functional

Communication

Influencing

Manage multiple projects

Time management

Global vision

**Others**

[**https://www.linkedin.com/posts/1973franciscoromero\_gracias-por-la-confianza-nuestro-cliente-activity-6855188997824626688-1h8s?utm\_source=linkedin\_share&utm\_medium=member\_desktop\_web**](https://www.linkedin.com/posts/1973franciscoromero_gracias-por-la-confianza-nuestro-cliente-activity-6855188997824626688-1h8s?utm_source=linkedin_share&utm_medium=member_desktop_web)

Contabilidad Electronica

sept. 2017 - oct. 2017

Green Destruction Process

oct. 2014 - ene. 2015

Implementation of PQS (Pharma Quality System) in Warehouse Implementation of PQS (Pharma Quality System) in Warehouse

jun. 2012 - may. 2013