



SERGIO COLARUSSO

SUMMARY OF QUALIFICATIONS

Having more than 25 years of professional work experience in multiple finance roles. Expert in Financial Strategy, Corporate Business Planning & Development, Budgeting & Reporting, Internal Audits.

Joined Philip Morris International in 2002, assume position as manager in Strategic Planning and Business Development before taking a higher role as Director Finance in several markets in Europe and Middle East.

Proven leadership abilities with excellent communication and collaboration skills

PROFESSIONAL EXPERIENCE

PHILIP MORRIS INTERNATIONAL (PMI)

2002 - 2023

Controller Europe Region

2018 - current

Headquarter, Lausanne, Switzerland

- Owner of regional Income Statement and Guardian of Regional Financial performance (Regional Net Revenue represents ~40% of PMI)
- Transform company strategy into regional annual budget, measure progress during the year & propose recommendations to reach regional objectives
- Provide performance analysis/insights to support Group/Regional Sr Management team
- Ensure connection between all functional stakeholders to proactively anticipate issues / opportunities
- Broad engagement across Finance function to create the required alignments between Corporate Planning, Business Planning, Center of Expertise, Shared Services & Markets
- Attend bi-annually supervisory board meeting & audit committee of Philip Morris CR a.s.

Director Finance France
Affiliate, Paris, France

2015 - 2018

- Responsible for the finance function of the French business
- Managing a team in finance: 30 people working in the following sub-functions:
1) Strategic Planning, 2) Budgeting, 3) Supply Chain, 4) Treasury, 5) Procurement and
6) Administration
- Lead the fiscal strategy & Responsible for P&L management
- Develop pricing strategy & 3-year plan growth algorithm
- Negotiate distribution agreements with key stakeholders

Director Finance BeNelux
Affiliate, Antwerp, Belgium

2012 - 2015

- Head of Finance for the BeNeLux business (Belgium, the Netherlands and Luxembourg), including the largest factory in Europe (BoZ) and Dutch Holdings
- Managing a team in finance: 60 people working in the following sub-functions:
1) Business Planning & Budgeting, 2) Treasury & Tax, 3) Supply Chain,
4) Internal Controls, 5) Financial reporting and 6) Operation Finance
- Led the 3-year strategic business plan & Responsible for P&L management
- Planning, implementing, managing & controlling all financial-related activities
- Responsible for the statutory financial statements of 9 legal entities
- Attended the bi-annually board meeting of the factory (external board members)

Director Finance Middle East
Affiliate, Dubai, UAE

2008 - 2012

- Led the Finance function for Middle East organization (12 markets)
- Manage team of 30 persons divided into 6 sub-functions:
1) Financial Planning, Budgeting & Reporting, 2) Business Development & Strategic Planning, 3) Internal Audits, 4) Purchasing, 5) Supply Chain and 6) IS/IT
- Contributed to the elaboration & implementation of area strategy (fast growing business)
- Supervise financial due diligence for all M&A activities
- Ensure effective & comprehensive internal controls practices
- Advice ME executive team in all finance matters

Manager Business Development & Strategic Planning Middle East
Affiliate, Dubai, UAE

2004 - 2008

- Head of Business Development & Strategic Planning for Middle East Organization
- Led the strategic business plan & Long-Range Plan process for the Middle East
- Performed complete business analyses of the 12 markets
- Elaborated a new pricing model & develop regional competitive intelligence
- Managed financial aspects of all Business Development projects:
1) New market entry, 2) Consolidation of distribution model, 3) Expansion of contract manufacturing & 4) Acquisition of a manufacturing center

Manager Strategic Planning and M&A PMI **2002 - 2004**
Headquarter, Lausanne, Switzerland

- Performed valuation models for all group M&A activities
- Managed the annual Long Range Plan process at group level
- Prepared the group Strategic Plan
- Issued quarterly business report on major international competitors

SERONO (NOW MERCK SERONO) **1997 - 2001**

Financial Controller Northern Europe **2000 - 2001**
Affiliate, London, UK

- Managed the day-to-day activities of the finance groups in 3 affiliates
- Ensured complete & timely financial reporting & reconciliations
- Led & fix emergency situation following Oracle Financial implementation in UK affiliate
- Preparation of consolidated management information for the Northern Europe region
- Optimized regional working capital

Corporate Budget Analyst **1999 - 2000**
Headquarter, Geneva, Switzerland

- Provided monthly analysis on actual group results to VP Finance
- Implemented with success the first budget world-wide by therapeutic area
- Identified & reported key business issues facing the group
- Analyzed all consolidated budget & forecast information on a business unit basis

Consolidation Accountant **1997 - 1999**
Headquarter, Geneva, Switzerland

- Consolidated all subsidiaries of the group on a monthly basis (Hyperion)
- Reviewed Income Statement & Balance Sheet of allocated affiliates
- Assisted in the preparation & review of the Annual Report
- Ensured IFRS norms were followed by all affiliates

EDUCATION

Executive Training Course

- IMD - High Performance Leadership, 2011
- INSEAD - Managing Partnerships & Strategic Alliances, 2009

University Business School

- HEC Lausanne - Master's degree in Finance (MBF), 2001-2002
- HEC Lausanne - Bachelor's degree in Economics, 1993-1996