



**DOTTORE COMMERCIALISTA
REVISORE LEGALE**

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Certified Chartered Accountant and Legal Auditor with distinguished experience spanning full management control, negotiating VAT/individual direct tax settlements (international/national), winning financial litigation, and maximising return on investment (ROI).
Growth-focused professional with proven success driving revenue by building and growing robust client bases, fortifying durable business partnerships and managing financial resources. Specialise in governing international and national tax matters, inclusive of defining tax strategies, isolating and resolving issues, filing returns and preparing declarations. Consistently retain financial control through effective cash flow management, accurate annual forecasting, generating financial statements and execution of detailed audits.

Areas of Specialty:

- Strategic Business Planning
 - Business Valuations
 - Fiscal Due Diligence
 - Discounted Cash Flow (DCF)
 - Cash Flow Optimisation
 - Portfolio Diversification
 - Company Internationalisation
 - Relationship Management
 - Financial Decision Making
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Professional Experience

WIGEPA BV and Studio Pavan, Eindhoven, Netherlands – 2018 to Present

Business Partner / Advisor

Achieve established goals within set timeframes through management control, including preparing business plans (three to-date), analysing current standing and outlining future projections. Seize opportunities to implement gains or obtain tax savings by highlighting operational indications of areas to intervene. Deliver business valuations (three to-date) utilising appropriate methods ranging from DCFM, EVA and market value to EBITDA Multiples. Minimise amounts owed on taxes by defining and implementing tax planning strategies.

- Formed business groups through optimisation of cash flow management by 16% and upwards, impacting a range of activities, including executing aggressive pricing policies to penetrate new markets or increase existing market share, investing in advertising campaigns to acquire new customers, reducing inventories and more.
- Determined assets of liabilities of two companies via due diligence to secure a loan amount of €900k, by verifying companies had debts.
- Completed eight international tax declarations for individuals, gathering and analysing large sums of required information and recovering taxes paid abroad in accordance with international treaties.
- Guide business internationalisation by evaluating company resources, reference market through pay databases and competition rate. Develop business plan complete with specific company characteristics, encouraging entrepreneur to share knowledge to create value, therefor replicating success of company. Invest in foreign market and deliver strategic advice.

Italian-Caribbean Chamber of Commerce, Mexico, USA and Caribbean Areas – 2017 to Present

Unique Representative of Genoa and His Area

Underpin Italian firms in the pursuit of internationalising companies in Florida (USA) and Mexican areas from inception to execution, inclusive of formulating company's future direction and supporting tactical initiatives. Conduct research to determine market viability, generate detailed plans, prepare budgets and assist in securing financing.

- Internationalised a company in Mexico with a return of 10% of invested capital under a single year.

Continued...

A&F s.r.L., Rapallo, Italy – 2017 to Present

Director

Drive performance of organisational resources through strict management control, comparing projected performance and integrating efficient remedial action plans. Lead an average of 10 clients in diversifying financial portfolios based on current global financial markets. Underpin financial decision making by formulating annual forecasts and implementing/monitoring strategic business plans. Grow new business opportunities on an international scale within the financial and international accounting services sector.

- Generated 99% of new revenue for two consecutive years, largely attributed to increasing client portfolio by 60% by securing new clients and financial resources.
- Yielded 31% return from financial investments, inclusive of equity, through futures, or by investing in hedging or existing assets.

Thethis Ltd, Charlestown, Nevis, Bahamas – 2017 to Present

Director

Establish strategic direction of company (company acts as trustee of a land trust under Luxembourg Law), by planning and delivering strategic decisions as member of executive management team. Decrease fiscal litigations by drafting appeals against Italian revenue agency and accurately showcasing agency is incorrect regarding tax demands. Streamline financial control by reviewing and approving balance sheet and cash flow statement. Safeguard company from financial wrongdoings by participating in conference calls with protector team. Improved processes by overhauling administration system.

- Won international fiscal litigation against Italian revenue agency through intense analysis of the Act of Agenzia delle Entrate, preparing defensive briefs and requesting appointments with officials to demonstrate facts. Officials cancelled Act citing superior work conducted on case.
- Actualised 25% dell'imposta savings by isolating, investigating and resolving a double taxation issue.

Studio Andrea Matera, Rapallo, Italy – 2016 to Present

Founder/Owner

Deliver strategic advice to a portfolio of c. 20 clients on achieving business goals by developing business plans (ad hoc), evaluating new corporate strategies, preparing financial statements (OIC Adopter) and executing company valuations. Act in clients' best interests by aiding with tax planning strategies, fiscal issues, tax litigation and VAT settlements. Govern tax management on an international/national level in the areas of investments, retirement/estate planning and charitable giving. Improve financial control through development and monitoring of reliable control system. Fortify and maintain durable industry relationships with external institutions, including banks and investors.

- Grow client portfolio, leading to increased revenues, most notably securing 10+ new clients in less than a year.
- Generated 51% in new revenue compared to previous period through word of mouth and referrals (clients), investing in targeted advertising and LinkedIn.
- Heightened professional reputation and studio image by creating and registering brand.

University of Genoa, Genoa, Italy – 2017 to 2018

Co-Professor, Course of General Accounting – Department of Economics

Fostered student engagement on VAT and fiscal accounting, communicating the need for and benefits of each function by planning and delivering one lesson to two separate classes, averaging 40 students per class. Taught students how to plan, outline and implement structure tax planning strategies. Served as one of the youngest professors on staff.

Studio Marchese, Grassi and Associati, Genova, Italy – 2015 to 2018

External Collaborator as Chartered Accountant and Legal Auditor

Trained as chartered accountant, generating international tax/fiscal declarations and finalising VAT settlements, drafting financial statements and conducting audits.

- Decreased travelling and logistics costs by c. €10k by strictly monitoring costs and implementing a work system, saving substantial time.

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- Contributed to largest international tax operations in Italy, contacting various banks where clients had open accounts around the world (Switzerland, Monaco, Luxembourg and USA). Acquired fiscal material (current accounts, payment slips, withdrawals and more), regularising positions in collaboration with Marchese studio.

Order of Chartered Accountants/Experts Accounts on Genoa, Genoa, Italy – 2015 to 2016

Member of the Study Commission

Developed documentation related to Italian accounting principles, management control, and legal audit of the condominium, whilst participating in “Financial Statement and Legal Audit” and “Management Control and Finance for SME” study commissions. Drafted four papers on OIC, IAS-IFRS and ISA. Delivered lessons on new accounting/auditing principles, management control, business plans and finance to chartered accountants.

- Served as youngest member of Commission and organised successful meetings to discuss condominium review.

Additional Related Experience:

External Collaborator as Chartered Accountant ▪ Studio Matera Rosetta ▪ 2015 to 2018

Trainee Chartered Accountant ▪ Studio Marchese, Grassi and Associates/Studio Matera ▪ 2013 to 2015

Participated in voluntary disclosure (VD) by monitoring financial flows received on client's foreign current accounts, analysing origin and determining if flows would be considered as income or mere transfer of wealth. Monitored flows via Excel, creating intuitive layouts for superiors, whilst closely collaborating with superiors – superiors referenced integral banks in Switzerland and Monte Carlo.

Education and Credentials

Certified Chartered Accountant, Higher Education School for Chartered Accountants

Core Modules: Business Evaluation, In-Depth Analysis in Business Economics and In-Depth Analysis in Accountant/Audit Subjects

Master II, Management Control, Finance and Business Plan on Excel, Wolters Kluwer Business School, Milan, Italy

Master of Business Administration, Finance and Control (Hons), University of Genoa, Genoa, Italy

Technical Proficiencies: Microsoft Office Suite (Outlook, Excel, Word, PowerPoint) and Windows

Language Fluency: Italian (mother tongue) and English (fluent)

Publications: *The impact of intangible resources on financial statements*, Italian Academic Editions, 2017.

Professional Affiliations: ICAEW Member (ACA), Rotary International