

# PAOLA GUZMAN

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Executive with 20 years of international business, strategy and finance experience. Recognized for leading large-scale investment projects and maximizing shareholder value. Exceptional leadership and talent management capabilities, managing and developing multi-cultural onsite and virtual functional teams.

Strategic Planning • Merging & Acquisitions • Corporate finance • Planning & Analysis • Change Management • Project Evaluation • Budgeting & Forecasting • Corporate, Global & Regional Experience • Spanish, English, Italian

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## PROFESSIONAL EXPERIENCE

### **Millicom International Cellular**

*International telecommunications and Cable Company; \$6 billion in 2014 sales, 80% of revenue generated from Latin America Markets.*

#### **VP Finance & CFO Latin America**

Present

LATIN AMERICA HEADQUARTERS, MIAMI, FL

Lead the financial & commercial planning processes for the region, as well as financial reporting to senior management. Directed financial duties across the region, leading and coordinating in the various administrative, business planning, accounting and budgeting efforts.

#### **Director of Commercial Performance & Analytics Latin America**

October 2016 • April 2017

LATIN AMERICA HEADQUARTERS, MIAMI, FL

Directed both the Commercial Performance and the analytics organizations for the region.

#### **Director Commercial Performance Latin America**

January 2015 • October 2016

LATIN AMERICA HEADQUARTERS, MIAMI, FL

Enabled planning and execution of key growth projects for the region. Directed cadence of strategic and operational performance information to be shared with senior leadership, Executive Committee and Board of Directors. Directed industry and competitive analytics, examined performance, development and spot emerging market opportunities, identified business threats, and drove the organization to look for strategic solutions, and development of operational action plans.

#### **Director Analytics Latin America**

August 2014 • January 2015

LATIN AMERICA HEADQUARTERS, MIAMI, FL

Built an organization of finance & business partners that enable decision making to the commercial Business Units. Directed all planning and analysis activities for the regional team & the execution of commercial analytics for the region. Lead the incorporation of commercial guidance in the regional forecasting and planning exercises, and the analysis of commercial performance in the region. Directed the financial evaluation processes that determined the viability of regional partnerships services and offers rollouts.

### **Whirlpool Corporation**

1997–2014

*World's leading manufacturer and marketer of major home appliances; \$20 billion in sales.*

#### **Strategic Planning Senior Manager for Latin America**

May 2012 • 2014

WHIRLPOOL CORPORATION - LATIN AMERICA INTERNATIONAL HEADQUARTERS, MIAMI, FL

Developed and lead an organization of internal consultants dedicated to architecture, evaluate and enable the execution of strategic initiatives for the region. Responsible for market intelligence, competitive intelligence, management systems and strategic projects pillars for the organization. Co-lead M&A negotiations teams in region

- *Co-Lead the strategic path that resulted in the signature of Whirlpool's first manufacturing Joint Venture in the Andean Region, from financial valuations, transaction structuring, contract negotiations, antitrust filling to start up and implementation processes.*

#### **Senior Finance Manager, Business Teams, ID&A, Capital & Engineering**

April 2010 • May 2012

WHIRLPOOL CORPORATION EUROPE, MIDDLE EAST & AFRICA HEADQUARTERS, COMERIO, ITALY -EXPAT ASSIGNMENT-

Responsible for planning, controlling and executing capital investments and engineering expenses for all European manufacturing and administrative facilities. Directed the financial evaluation analysis processes that determined the viability and allocation of investments. Responsible for the regional strategic product planning cycle for the region.

- *Co-lead the evaluation and financial architecture of strategic growth opportunities for the product categories*
- *Deployed and successfully implemented the Global Investment Decision and Analysis Policies, Processes & Procedures in the region*

#### **Senior Finance Manager, Global Financial Planning & Analysis**

May 2008 • April 2010

WHIRLPOOL CORPORATION GLOBAL PRODUCT ORGANIZATION, SAINT JOSEPH, MI

Lead a team of financial analysts that successfully provided support to the Global Product, Engineering and Technology Organization. Lead all global Innovation financial analytics processes. Directed the preparation, consolidation and analytics of monthly operations review for the CEO.

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- *Awarded by the Finance Leadership Team for Co-Leading the redesign and deployment of the Global Investment Decision and Analysis Process, Policies & Tools*

Finance Manager, Global Microwave Business Unit

**Sept 2007• April 2008**

WHIRLPOOL CORPORATION GLOBAL PRODUCT ORGANIZATION, SAINT JOSEPH, MI

Lead the financial reporting processes and analytical efforts to provide relevant and timely information to this multiregional product team, supported development and delivery of its growth strategy. (\$450M business)

- *Developed and streamlined the productivity/manufacturing variances reporting processes between Asia's main manufacturing facilities and the rest of the regions.*

Senior Financial Analyst, Global Indirect Procurement

**Jan. 2006• Sept. 2007**

WHIRLPOOL CORPORATION GLOBAL PRODUCT ORGANIZATION, SAINT JOSEPH, MI

Developed and deployed a savings tracking tool that drove consistency and P&L accountability for the global indirect spend. Led the budgeting and planning function, challenged all non-essential SG&A spending and minimized variances to plan.

- *Recognized for leading the design, development and implementation of the Financial Project Savings Management Tool, that allowed pipeline visibility, calculated, tracked and reported P&L impact of procurement initiatives.*

Quality Financial Analyst, North America

**Aug. 2004• Dec. 2005**

WHIRLPOOL CORPORATION NORTH AMERICA, SAINT JOSEPH, MI

Responsible for Total Cost of Quality analytics and reporting, calculation and estimation of accrual rates, failure rates and cost per claims across product categories for the region. Assisted all budgeting and planning activities for the customer care organization.

- *Initiated and led a monthly extended quality cross functional team, where finance, quality and the product organization aligned and evaluated quality financial impact and communicated action plans.*

International Credit Analyst, Latin America & Caribbean

**Dec. 2001• July 2004**

WHIRLPOOL CORPORATION SOUTHERN REGION, MIAMI, FL

Controlled and managed Central American and South America North territories. Prepared and maintained credit analysis and underwriting for assigned customers. Reduced international DSO to 60 days from 90 and past due 60 days plus from 9% to 1% of assigned portfolio.

- *Commanded regional deployment of anti-money laundering policies and procedures implementation.*

Treasury & Cash Flow Manager, Whirlpool Colombia

**March 1998• Sept 2001**

WHIRLPOOL COLOMBIA, BOGOTA

Directed all treasury and cash management activities, led local banking negotiations and foreign exchange trading.

- *Recognized with the Corporate Quality Achievement Award 2001 for Implementation of regional cash management electronic banking solution.*

Treasury Analyst, Internship

**Nov. 1997• March 1998**

WHIRLPOOL COLOMBIA, BOGOTA

- *Lead the treasury transition from local Manufacturing Arrangement to independent entity.*

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## EDUCATION

Cambridge University & Manizales Autonoma University

**Graduate of Science in Finance & Economics, 2000**

Externado de Colombia University

**Bachelor of Science in Finance and International Business, 1998**

Concentration in Finance and International Negotiations