



# Marcus A. Fazio

## MM-Excellence GmbH

Interim Senior Executive /  
Restructuring / Turn Around & Change Management  
Interim CFO / Financial Project Management



### ABOUT

Year of Birth: 1966  
Nationality: German (DE)

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+41 76 444 58 95

### EDUCATION

University degree in Economics  
St. Galler Business School  
General Management Seminar  
for Executives  
SQS/Vorerst – Quality- &  
Process Management,  
9001:2015, 14001,  
Management Review

### LANGUAGES

German English



### INDUSTRY & FUNCTION

Industrial products  
Fast moving Consumer Goods  
Textile

Audit, Tax, Consulting, M&A  
Management Consulting

International experience

CFO / Senior Executive  
Controller / Senior Executive  
Sales Associate

Manager  
Manager / Managing Partner

D-A-CH & 13-years working for US-Companies

### PROFESSIONAL EXPERIENCE

Founder & Managing Partner  
Senior Executive / CFO  
Managing Partner  
Senior Executive / Controller  
Manager  
Sales Associate

MM-Excellence	2020
FrymaKoruma	10 years
Marcus Fazio Consulting	1 year
PepsiCo DACH	8 years
Deloitte	5 years
Vossen	1 year

## AREAS OF EXPERTISE

- ✓ Positions as Interim Senior Executive and Interim Chief Financial Officer
- ✓ Expert in Turn Around, Restructuring, Change Management Situations
- ✓ Strong Leadership and Communication Skills
- ✓ Implementing Organizational Excellence
- ✓ Strategy Development and Implementation
- ✓ Budgeting and long-term financial planning
- ✓ Optimization projects for net working capital reduction and cash flow improvements
- ✓ Leading the financial & operational part in restructuring projects
- ✓ Setting up global cost reduction and restructuring programs
- ✓ Order to cash process optimizations
- ✓ Implementation of ERP Solutions (SAP, Oracle, PsiPenta)
- ✓ Implementation of Consolidation tools (Hyperion)
- ✓ Implementation of Management Information Systems
- ✓ Implementation of new reporting cycles / building up customized rolling forecast concepts
- ✓ Streamlining / Optimizing global business activities (tax, business models)
- ✓ Implementation and maintenance of internal control systems / experience in fraud detection and prevention
- ✓ Implementation of Quality System / Handbook, Company Wikipedia
- ✓ Support in M&A transactions (integrations, due diligence)
- ✓ Transfer pricing (analysis and documentation)
- ✓ Implementation of US-GAAP, IFRS and Swiss GAP FER
- ✓ Implementation of reporting manuals and booking guidelines
- ✓ Implementation of international Tax Structures

## EXAMPLES OF MANDATES UNDER MANAGEMENT CONSULTING

- ✓ Interim CFO mid-size Swiss corporation in the industrial industry
- ✓ Project Lead for the Introduction of EURO in Germany for a number of companies
- ✓ Installation of a commercial/finance department, commercial / financial processes for the German branch of a French Real Estate Company
- ✓ Successful Fund Raising for a Swiss Sailing Club
- ✓ Moderation/Speaker for the Launch of a Luxury Life Magazines in Switzerland

## ACHIEVEMENTS

- ✓ Turn a negative EBITDA to a level 3-times above industrial average
- ✓ Turn a negative Cash Flow to > 120% of Net Income
- ✓ Turn-Around / Restructuring, consolidation of company's results going concern: Product Portfolio, Pricing Strategies, Reduction Break-Even-Point, effective and efficient Processes
- ✓ Successful implementation of measures to avoid hit from currency crisis CHF vs EURO
- ✓ Implementation of a value based Corporate Culture
- ✓ Implementation of Employer Branding
- ✓ Implementation of 1<sup>st</sup> class Quality Management
- ✓ Implementation of ERP Systems in time and below budget
- ✓ Implementation of Fast Month End Close 3 days
- ✓ Implementation of valid Cash Forecast System
- ✓ Implementation of Management Cockpit / KPI System