

# ANTONIO PANTAZIS

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**General Management · Financial Management**

February 21, 2019

**Mr. Phillipe**

Head of Human Resources

**AUSTRAL**

Barcelona, Spain

## CONTACT

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**Dear Mr. Phillipe,**

There's nothing of greater importance than finding an expert professional who is committed to the mission, the vision, and the success of a company, as well as improving commercial activities and motivating work teams to increase productivity.

For more than 20 years, I've been driving and advancing management processes at the administrative and financial levels and improving corporate productivity. This experience has given me the wide-ranging knowledge that makes me uniquely qualified to contribute to your company's success.

More specifically, I've focused on the following areas: promoting business development, identifying opportunities to reduce expenses, defining commercial strategies and negotiation while ensuring compliance with short- and long-term objectives, and implementing leadership strategies that motivate associates to perform at the highest level possible.

My attention to detail and strong vision for the future allow me to contribute significantly at all organizational levels. I exercise effective supervision in all aspects of operational, financial, and personnel management; this is complemented by my negotiation, management, and interpersonal skills. With these, I am able to achieve constant improvement in the areas of productivity, efficiency, and performance.

I'm attaching my resume, which reaffirms my interest in joining your company's team as your next CEO.

Best regards,

**Antonio Pantazis**

# ANTONIO PANTAZIS

## General Management · Financial Management

Progressive expertise in financial and controlling management areas, results-oriented with a clear vision towards teams' empowerment, creating synergies for unified achievement of corporate objectives. Change-focused approach with a high level of adaptation, transforming and improving operations and processes for the exponential growth of financial resources. Excellent interpersonal communication skills for creating fruitful connections with owners and members of the Board of Directors, clients, suppliers and staff members, building dynamic and collaborative professional environments.

## EXECUTIVE EXPERIENCE

### MANAGING DIRECTOR

Atlier Financial, SLU | 2005 – 2019

*My beginnings at Atlier Financial, SLU, in 2005 as Chief Accountant, gave way to a shift in my career as Director of Finance and Administration, successfully performing balance sheet structure improvements for the company, effective process optimization and work teams benchmarking for optimal operative business management.*

*In 2010 I was appointed Managing Director Sole Administrator for the Spanish subsidiary of the German engineering group Hastog.*

#### Impact:

- Global strategic planning achieving short and long-term corporate goals.
- Bi-annual preparation of specific strategic projects for optimization of processes and production of product's R & D proposals.
- Balance sheet analysis and financial performance monitoring, improving cost control areas and executing corrective measures.
- Finding and following up on customer acquisition opportunities through collaborative initiatives with the Sales department, establishing connections with new clients and reinforcing relationships with current ones.
- Preparing and negotiating contract renewals with suppliers establishing optimal gross sales margins through exhaustive calculation of production costs, achieving revenue optimization.
- Account management of key regional representatives ensuring solid relationships, while monitoring sales results obtained for establishing new action plans and loyalty from end customers.
- Establishing new application protocols for talent recruitment and retention, creating a positive environment structure for work teams,

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## EDUCATIONAL BACKGROUND

### DEGREE IN ECONOMICS AND BUSINESS ADMINISTRATION

Universitat de Barcelona  
1986 - 1989

## CORE COMPETENCIES

- Leadership 
- Strategic planning 
- Cost control 
- Process optimization 
- Social and communication skills 
- Goal accomplishment 
- Policy modernization 

# ANTONIO PANTAZIS

General Management · Financial Management

## DIRECTOR OF FINANCE AND ADMINISTRATION

Munich Industrial Design, SAU | 2000 - 2005

- Successful configuration, planning and execution of financial processes.
- Development of comprehensive financial strategies customized for achieving short- and long-term company goals.
- Industrial sector trends research for implementation of business growth procedures, and profits improvement.
- Examining and designing updated financial analysis for obstacles, and potential risks detection, and finding profit opportunities.
- Innovative alternatives proposals submissions for income generation and cost control.
- Legal document reviews for executive decision making at a financial level.
- Management and negotiation of bonds and warranties for the company's cash flow stability.

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## TECH SKILLS

MS Office	<div style="width: 100%;"></div>
Navision	<div style="width: 95%;"></div>
LucaNet	<div style="width: 95%;"></div>
MS Project	<div style="width: 95%;"></div>
CRM	<div style="width: 95%;"></div>
SAP	<div style="width: 80%;"></div>

## LANGUAGES

Spanish	<div style="width: 100%;"></div>
English	<div style="width: 95%;"></div>
German	<div style="width: 95%;"></div>
French	<div style="width: 95%;"></div>

## ADDITIONAL BACKGROUND

### CEO

Stone Executives, SA | 2002 - 2018

Spanish company in the industrial machinery sector.

Leading the company teams, my core responsibility focused on carrying out commercial and negotiation strategies, ensuring the fulfillment of the short- and long-term objectives aligned with the corporate's expectations and company mission.

During my years in this position, I successfully implemented staff management and leadership strategies aimed at motivating the team members, applying supervisory tactics for operations and technical and commercial activities at a team level, guaranteeing commitment and correct practice of the processes for developing a high-performance environment.

### CHIEF ACCOUNTANT

Juni Corporation, SAG | 1988 - 1999

10+ years of accounting experience working in deadline-oriented environments, committed to improving corporate processes and creating a coherent business climate.

Highly skilled at analyzing financial records and handling confidential and sensitive data for the streamlining of corporate decision making while ensuring ethical conduct at a corporate level.