Pietro Oriani

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Professional Summary

Highly accomplished financial executive with extensive experience spanning finance, accounting, controlling, and strategic leadership roles in multinational companies. Proven track record in establishing global financial processes, optimizing performance, and driving sustainable growth over many years. Skilled in corporate finance, M&A, and investor relations. Strong communicator and strategic thinker.

Work Experience

Intercos Group - Group CFO
Current

- Developed and implemented global standard financial processes, enhancing transparency and accountability
- Led successful SAP rollout and implementation of Corporate Performance Management process and reporting
- Established transfer pricing policies and international tax planning strategies
- Orchestrated successful IPO project, including preparation of documents and participation in roadshows to meet with investors
- Managed group refinancing and debt structure, ensuring financial stability and growth
- Led the transformation of the finance function, establishing global standard financial processes and procedures to enhance accountability and transparency across the organization.
- Implemented a comprehensive group control model, ensuring compliance with regulatory requirements and enhancing internal oversight and governance.
- Fostered positive relationships with shareholders, investors, and analysts through effective investor relations activities, including regular communication and engagement initiatives.
- Actively participated in M&A projects, providing financial and corporate expertise to support due diligence, negotiations, and integration activities.
- Continuously monitored and analyzed financial performance, identifying areas for improvement and implementing measures to drive operational efficiency and profitability.
- Demonstrated leadership and strategic vision in guiding the finance team, fostering a culture of collaboration, innovation, and excellence

Siemens - Head of Industry SWE Performance Controlling & Reporting
05/2009 - 09/2011

- Implemented cluster-wide financial reporting system, enhancing efficiency and accuracy

Strengths

- **Strategic Leadership:** Demonstrated ability to develop and implement strategic financial initiatives to drive organizational growth and success.
- **Effective Communication:** Strong communication skills in building and maintaining positive relationships with shareholders, investors, and stakeholders, ensuring transparency and alignment of goals.
- **Financial Acumen:** Extensive experience in financial management, including budgeting, forecasting, and financial analysis, resulting in sound financial decision-making and risk management.
- **Change Management:** Proven track record in leading successful change initiatives, adapting to evolving business environments, and driving continuous improvement.
- **Investor Relations:** Expertise in managing investor relations, including participation in roadshows, IPO preparation, and maintaining strong relationships with investors and analysts.
- **Cross-Functional Collaboration:** Ability to collaborate effectively across departments and functions, fostering teamwork and achieving business objectives.
- **Strategic Planning:** Skill in developing and executing strategic plans aligned with organizational

- Led process optimization initiatives, resulting in sustainable reduction of DSO and overdue
- Established detailed reporting and controlling mechanisms for asset and cash management

Siemens - Head of SWE Integrated Risk and Control
10/2008 - 05/2009

- Organized and directed all IRC functionality, ensuring compliance with internal control policies
- Coordinated Enterprise Risk Management process, mitigating operational and financial risks

Siemens S.p.A. - Head of Corporate Performance Controlling & Report
07/2004 - 09/2008

- Led financial statements reporting, performance reviews, and strategic planning efforts.
- Developed and implemented a robust performance controlling system aligned with corporate objectives.
- Coordinated planning processes, ensuring alignment with strategic goals.
- Managed central functions controlling, planning, and reporting, defining SLAs, KPIs, and cost allocation criteria.
- Oversaw asset management controlling, procurement saving activities, and labor costs planning.
- Spearheaded the process of enterprise risk management, mitigating risks and safeguarding company interests.
- Contributed to strategic initiatives, such as the redesign of internal processes committee.
- Streamlined operations by overseeing the transfer of transactional accounting and reporting activities to Shared Services.

Fujitsu Siemens Computers S.p.A. - CFO
2000 - 2004

- Defined and supervised the company's administrative system for accounting, controlling, finance, budgeting, and reporting, ensuring accuracy and compliance with regulatory standards.
- Prepared statutory and management financial statements, overseeing the consolidation process and ensuring the integrity and reliability of financial reporting.
- Led the preparation, consolidation, and supervision of all data regarding profits, costs, and investments for the annual budget, aligning financial resources with strategic objectives.
- Developed and supervised medium and long-term strategic plans, analyzing results and identifying improvement actions and corrections to drive business growth.
- Managed financial planning and budgeting process, identifying financial needs for the execution of investment plans and ensuring optimal financial resource allocation.
- Analyzed and interpreted financial results, performing gap analysis between actual and budgeted results, and identifying opportunities for cost reduction and revenue enhancement.

objectives, guiding the company towards sustainable growth and profitability.
- **Problem-Solving Skills:** Exceptional problem-solving abilities, leveraging analytical thinking and creativity to address complex business challenges and drive solutions.
- **Results-Driven:** Commitment to delivering high-quality results, meeting deadlines, and exceeding performance expectations to achieve organizational success.

Skills

Financial Process Improvement

Cash Flow Management

Financial Strategy Development

Financial Management

Debt Financing Expertise

Financial Controlling and Reporting

Mergers and Acquisitions

SAP – Hyperion/HFM - OneStream

Qlik

Languages

English

Proficiency Michigan University

German

Intermediate

Education

- Established the financial structure of the company, overseeing asset and credit management activities, and optimizing the company's financial resources.
- Responsible for IT, ensuring the effective utilization of technology to support financial operations and reporting requirements.
- Acted as a key liaison with external auditors, regulatory authorities, and other stakeholders, ensuring compliance with legal and regulatory requirements.

Siemens Informatica - Finance Controller Product Division
Milan
1999

- Business Process Reengineering
- Planning Reporting and Controlling
- Management Accounting
- Product Division Carve Out
- Establishment of Fujitsu Siemens Computers S.p.A.

Codelca 2 S.p.A. - Gruppo Teleco Cavi (Pirelli Cavi e Sistemi)- **Finance Director BU Energy Companies**
1995 - 1999

- Planning and Reporting
- Statutory and Management Financial Statements
- Design and implementation of control model
- Investment plan and asset management
- Personnel Administration and support for negotiations with the Unions
- Business Unit Energy Cables Controller
- Strategic planning
- Strategic Plan aimed at transitioning to Pirelli Cavi e Sistemi
- Sap Implementation

Codelca S.p.A. - Gruppo Teleco Cavi - Administration Manager
1993 - 1995

- Statutory and Management Financial Statement
- General Ledger Accounting
- Treasury
- Planning and Reporting

Meda SIM BPM - Financial Analyst and MTA Dealer
1992

- Financial Analyst
- Italian Stock Exchange MTA dealer

Studio Oriani-Lesma Agenti Di Cambio - General Proxy
1986 - 1992

- General Proxy
- Italian Stock Exchange Market floor dealer

1990
Università Statale Di Milano
Milan
Degree in Law (Business Law)

1983
Civic Modern Language School A. Manzoni
Milan
School-Leaving Certificate in Modern Languages

Training Courses

- Executive Coaching | The School of Coaching
- Siemens Executive Leadership Training
- High Performance People Skills | London Business School
- Strategic Leadership Development Program | Fujitsu-Siemens
- Create Value in the Company with EVA | SDA Bocconi
- Diploma for Financial Analysts | A.I.A.F.
- Training Course in Political Science | UCLA Los Angeles

Hobbies

Skiing - Sailing - Guitar