

Patrick J. Beroiza

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Business/Finance Manager

Proven success in finance, SaaS and investment companies in the United States and Latin America. Strong ability to build and lead teams that meet and exceed established goals and expectations. Demonstrated skills in developing and maintaining key relationships. Master of Business Administration degree recipient. Background in change management and institutional turnarounds. Extensive knowledge in fixed income trading, financial analysis, corporate finance, and acquisitions.

CORE COMPETENCIES

New Business Development • Client Relations • Customer Service • Program/Project Management • Team Leadership • Training and Development • Turnaround & Restructuring
Strategic Planning and Analysis • Financial Modeling • Languages: English & Spanish

EXPERIENCES AND ACHIEVEMENTS

OPTION SPA, Santiago, Chile

2015-Present

Chief Financial Officer

Oversee financial operations for Option SPA, a software company with 60+ employees in offices in Chile, Peru, United States, and Sweden. Establish financial strategies while supervising the administration and controllership, financial planning, treasury, tax and business finance departments. Negotiate with vendors, government officials, clients, tax authority and personnel. Collaborate with management and stakeholders to provide services to meet strategic, financial, and operational challenges. Develop proposals and prepare client-ready documents and presentations. Identify anomalies, inconsistencies, errors and conclusions as well as communicate, motivate, and drive change at executive and stakeholder levels.

- ◆ Create new business opportunities to optimize potential and execute crucial tactics to increase the company's presence in the SaaS (Software as a Service) sector.
- ◆ Define, align, and scale information gathering and revise required and previously improperly accounted for unstructured financial statements as part of company turnaround efforts.
- ◆ Successfully construct, create, and manage integrated 3-statement financial and 13-week cash flow models.
- ◆ Helped the company expand into Brazil and Peru by analyzing which markets to enter and the best methods for entrance while accounting for barriers to entry, profitability, ease of doing business, and synergies.
- ◆ Secured local business partners and incorporate new company.
- ◆ Performed legal and accounting work and studied and selected ways to transfer money to Chile while incurring lowest costs and taxes.
- ◆ Structured the sale of a portion of the company to an Argentinian entity in order to resurrect Option from the brink of bankruptcy and turn it into a profitable firm within one calendar year.

CORPORACIÓN ANDINA DE FOMENTO (CAF), Lima, Peru

2014

Microfinance and SME Group MBA Finance Intern

Studied credit and financial statements of existing and potential clients. Conducted due diligence and coordinated negotiations.

- ◆ Developed report discussing CAF Microfinance and SME investments resulting in major impact on Andean region.
- ◆ Translated *Andean Biotrade: 15 Success Stories in Colombia, Ecuador and Peru* pamphlet and film from Spanish to English and presented at 2014 Sustainable Innovation Forum hosted by United Nations UNFCCC COP20.

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NEWEDGE USA, LLC, New York, NY

2009-2013

Associate Director and Trader

Researched and recommended fixed income products to institutional clients. Administered proprietary intraday position in United States Treasuries. Traded investment grade, high-yield, emerging market, sovereign, distressed, and asset-backed securities in U.S. dollars, Euros, CHF (Swiss franc), BRL (Brazilian real), CLP (Chilean peso), and Pen (Peruvian nuevo sol) currencies. Developed extensive network of professional relationships in Latin America, Eastern Europe, Asia and United States.

- ◆ Served on four-person trading team that produced more than \$20M in annual revenues.
- ◆ Developed portfolio of 35+ fixed income accounts concentrated on hedge, mutual, and pension funds, institutional money and private wealth managers, insurance companies, broker-dealers, banks, and transition accounts.

PALI CAPITAL, INC., New York, NY

2008

International Fixed Income Trading Group Sales Trader

Bought and sold fixed income products for retail and institutional clients in Latin America, Eastern Europe, and United States. Acquired new accounts in Eastern Europe, Latin America and U.S.

- ◆ Helped produce daily Emerging Market Research Newsletter sent clients.

EDUCATION

LSE - THE LONDON SCHOOL OF ECONOMICS AND POLITICAL SCIENCE

London, ENGLAND

International Economics and International Relations

Class of 2015

MOORE SCHOOL OF BUSINESS, University of South Carolina

Columbia, SC USA

International Master of Business Administration (IMBA)

Class of 2015

ITESM -Tec de Monterrey

Guadalajara, MEXICO

Intensive Spanish language training and business overview

Class of 2014

LEHIGH UNIVERSITY

Bethlehem, PA USA

Bachelor of Science in Business Administration. Major in Finance

Class of 2008

SKILLS AND CERTIFICATIONS

LANGUAGES ENGLISH and SPANISH.

CERTIFICATIONS Series 63 and 7 (NASD-FINRA USA).

IT SKILLS Bloomberg, Advanced Excel, Word, Outlook, PowerPoint, Phoenix Asset Management Software, Yield Book, Financial Modeling: DCF, Accretion/Dilution (M&A), LBO, Trading and Transaction Comps.

ACTIVITIES Tennis, Skiing, Golf, Soccer and International Travel.
Trained at Nick Bolletieri Tennis Academy with aspirations of going professional for 2 years. Played in tournaments in USA, Europe and Latin America.