

Carlos Araujo

Head of Finance | Controller | ERP & Finance Transformation

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Luanda | Angola

Executive Summary

Senior Finance Executive and Head of Finance with over **25 years of experience** leading finance, controllership and transformation initiatives in **multinational environments** across **Africa, Europe and LATAM**, with exposure to global and regional operations. Proven track record in **financial leadership**, **ERP implementations**, **cost optimization**, **tax efficiency**, **treasury** and **governance**, consistently delivering measurable improvements in **EBITDA**, **cash flow** and **compliance**. Strong ability to structure finance teams, implement robust internal controls and support executive decision-making in complex and fast-growing organizations. Combines deep accounting and financial expertise with **advanced automation capabilities** (**Excel**, **VBA**, **Power BI**, **ERP systems**) to increase efficiency, transparency and business performance. Fluent in English, experienced in multicultural and regulated environments.

Core Competencies

- Financial Leadership & Controllership
- Internal Controls & Corporate Governance
- Team Building, Mentoring & Finance Transformation
- Cost Reduction & Margin Improvement
- Tax Planning, Compliance & Audit Management
- Treasury, Cash Flow & Working Capital Management
- ERP Implementation & Process Automation
- FP&A, Budgeting & Forecasting

Academic education

- **Master in Economics of Business and Strategy**
  Porto University (FEP) | Conclusion 2026
- **MBA in Financial Management, Controlling and Auditing**
  FGV | November 2015
- **Bachelor's in Accounting**
  UCAM | December 2011
- **Bachelor's in Business Administration**
  UCAM | December 2007
- **Post-graduation Lean Manufacturing & Six Sigma**
  PUR PR | July 2017 *(not concluded)*

Certifications & Professional Development

- Corporate Governance
- Business Contracts
- Certified Trainer in Angola and Portugal
- English: Fluent (oral and written - Harvard Summer School)
- Power BI & Power Query - Advanced
- Advanced Excel, VBA, Word, PowerPoint & Access
- Tax Planning, VAT, Income Tax & Transfer Pricing
- Angolan Direct and Indirect Taxes

Systems & Tools

- SAP (R1 & B1) | JD Edwards (Oracle) | Dynamics 365 | Primavera | Datasul (TOTVS) | Protheus (TOTVS)

Profissional experience

Rayan Investment Angola | FMCG and Industries
rayan-ao.com | Luanda, Angola

Dec/24 - Present

Finance Director

- Leading the finance function, ensuring full compliance with accounting, tax and regulatory requirements in Angola.
- Led the implementation of ERP (Primavera), standardizing financial processes and improving reliability of management information.
- Structured and developed the finance team, strengthening ownership, accountability and performance.
- Implemented comprehensive financial reporting (P&L, Cash Flow, Balance Sheet, Actual vs. Budget, Breakeven and Flexible Budget).
- Drove automation and process improvements to increase efficiency and reduce manual rework.
- Managed external audits and interactions with regulators and external stakeholders.

BNP Paribas | Corporate Bank
group.bnpparibas/en | Lisbon, Portugal

Apr/24 - Dec/24

Business Management Officer

- Acted as Single Point of Contact (SPOC) for the APAC region, supporting global operations and senior stakeholders.
- Performed closing analysis for global operations, focusing on headcount, costing and performance indicators.
- Developed automation solutions using Power BI and VBA, improving reporting accuracy and timeliness.
- Supported management decision-making through structured financial and operational analysis.

Apriori | Consulting and Training
aprioriformacoes.com | Luanda, Angola

Jan/23 - Mar/24

Consultant and Trainer

- Launch of new courses on the Angolan market.
- In company trainings for employees aiming the operational efficiency.
- Consultancy with customized solutions for small and medium-sized companies, creating indicators and processes for decision-making.

Webcor Group | FMCG and Industries
webcorgroup.com | Luanda, Angola

Jan/20 - Dec/22

Finance Manager and Industry Controller

- Implemented costing procedures and strengthened industrial controlling practices.
- Led finance team development, promoting empowerment and accountability.
- Designed and implemented ERP workflows (Primavera, Dynamics 365 and JD Edwards - Oracle).
- Developed VBA macros to eliminate rework and improve data reliability.
- Built management dashboards and financial reports using Power BI, enhancing visibility for leadership.

Profissional experience

Red Bull | FMCG and Distribution

redbull.com | São Paulo, Brazil

Aug/18 - Sep/19

Finance Controller and Treasury Manager

- Reviewed and cleaned up income statement structure, improving transparency and accuracy.
- Led implementation of P2P (Procure-to-Pay) project.
- Reviewed insurance coverage to ensure full risk mitigation.
- Strengthened internal controls and fixed asset management.
- Developed automation tools (VBA) for accruals, fixed assets and vendor registration, reducing manual effort.

Leax | Automotive industry

leax.com | Curitiba, Brazil

Aug/16 - Jul/18

Finance and Administrative Manager

- Delivered tax recovery of 12% of annual revenue (2017).
- Achieved significant cost reductions (IT: 76%; Security: 25%).
- Led implementation of a new ERP system and structured budgeting and forecasting processes.
- Managed transfer pricing and impairment testing.
- Developed automation tools (VBA) supporting engineering, quality and HR cost controls.

Sagrada Familia | Accounting college

sagradafamilia.com.br | Ponta Grossa, Brazil

Apr/14 - Jun/15

Professor

- Delivered auditing courses using Excel-based simulations to replicate real business scenarios.

Selena Group | Industry

selena.com/en/ | Curitiba, Brazil

Dec/12 - Jul/16

Finance manager and Controller

- Achieved tax recovery of 5% of annual revenue through detailed analysis and compliance.
- Led accounting adjustments in line with IFRS (e.g., IFRS 13, IAS 37), improving financial accuracy.
- Delivered cost reductions (48% logistics; 6% administrative), positively impacting EBITDA.
- Strengthened internal controls and exchange rate impact management.
- Developed ERP-based automation to generate financial statements and management reports.
- Built and mentored high-performing finance teams.

EY | Audit

ey.com.br | Rio de Janeiro, Brazil

Apr/08 - Nov/12

Senior auditor III

- Audited multinational clients across oil & gas, telecom, retail and industrial sectors.
- Led audits of public companies, reducing hours and increasing engagement profitability.
- Optimized audit procedures by applying EY methodology, reducing execution time.
- Identified and corrected misstatements exceeding USD 1 billion through proper application of GAAP (IAS 37).
- Trained and mentored junior auditors and acted as monitor at EY University.

PS: From 2001 till 2008, I have been working in different multinational companies and segments, on roles as intern, assistant and analyst.