

# Juliana Smith

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## Professional Overview

Strategic and visionary finance executive with over 20 years of experience, Juliana has spearheaded multimillion-dollar transformations across the global financial landscape, driving substantial value creation and operational excellence. Her profound expertise in Finance, IT, and Business integration is marked by a track record of delivering over \$400M in business improvements. Juliana excels in high-stakes environments, advising C-suite executives and fostering cultures of innovation and collaboration.

## Career Highlights

- **ThermoFisher Scientific, Director Portfolio Enablement (2022 – 2024)**  
Directed a comprehensive portfolio governance and project implementation strategy, achieving \$50M in realized value within one year. Spearheaded the establishment of a global PMO center, doubling project throughput and reducing implementation times by 35%.
- **Deloitte, Strategy and Analytics Leader (2018 – 2022)**  
Led a cross-functional team that delivered \$300M+ in margin improvements via advanced analytics and decision-making platforms. Pioneered finance transformation initiatives that streamlined processes, enhanced financial close cycles, and achieved \$150M+ in strategic gains. Clients included Exxon, Mitsubishi Energy, Ford Motor Company, ThermoFisher Scientific
- **Accenture, Finance and Enterprise Performance Manager (2014 – 2018)**  
Managed transformative projects in AI, automation and outsourcing for major oil and gas companies, delivering innovative contract management solutions and driving significant revenue recovery, and compliance enhancements. Delivered finance outsourcing and M&A integration to a range of clients. Clients included: DCP Midstream, Shell, Schlumberger, Halliburton, Weatherford, BP, Acosta Marketing

## Earlier Career Achievements

- **The Willis Group - Independent Consultant (2011-2013):** Provided expertise in financial controls and process optimizations, improving assurance frameworks and efficiency.
- **Royal Dutch Shell plc, Various Senior Finance Roles (1999 – 2010)**  
Held multiple global positions, driving significant efficiency improvements and strategic offshoring initiatives. Managed complex finance operations and audit projects, consistently recognized as a top performer with a strong impact on financial governance and risk management.

## Education

- Bachelor of Commerce, Majors in Economics and Financial Accounts, 1998
- Chartered Institute of Management Accounts (CIMA), Managerial Level, 2007

## Core Competencies

- Global Finance Leadership
- Strategic Planning & Execution
- Business Transformation & Change Management
- Process Optimization & Efficiency Enhancement
- C-Suite & Board Level Advising
- Risk Management & Compliance