

RAFAEL DELGADO

email: rafaelj2035@gmail.com
Location: Colombia

Phone: +57-3176470620
www.linkedin.com/in/rafaeldelgado-c

SUMMARY

I am a Leader that helps to connect financial information and analysis with business strategy.

Through the years I acquired my experience in the Oil, Gas and Energy industry, working with operator companies and service providers in the sector, such as ExxonMobil, Williams and GE. I have extensive experience in financial analysis & modeling, capital allocation, commercial finance, project controlling, internal control, audit, and business strategy.

As one of the Integration leaders in a pair of acquisitions in LAM Region 1) GE-WG 2) GE Alstom, I had the opportunity to expand my mindset to see each situation from different angles, develop grit, be collaborative, solve problems, focus on the customer, build teams, adaptable, continuously learning, leading and drive constant improvement in processes.

PROFESSIONAL EXPERIENCE

(GE) GENERAL ELECTRIC.

Dec 2009 – Sep 2022

Senior Finance Manager Andean – GE Renewables, - Colombia

May 2016 – Sep 2022

Finance Leader for Grid Business a GE Acquisition, Responsible for Acquisition Integration 5 Countries. Planning and financial execution of the portfolio of long-term project (EPC) for the construction of Electrical Substations plus Equipment & Services sales.

- Organized and executed a Legal entity liquidation, Leading a multifunctional team to simplify the Sub Region structure, avoid FX Loss for over 400K USD annually, reduce fix cost for over 250K USD and declared dividend for over 450K USD, this last one also helps to repatriate in a correct way the foreign currency to the holding with origin in a controlled foreign currency country.
- Designed a strategy to absorb the portion of a project that supposed to be done by a partner (Construction), promoted take the control of entire project with value 7M USD, to delivery on time the project to the customer and avoid fines for over 2.5M USD.
- Coordinated and evaluated with local tax consultant a tax treatment specific for EPC projects, finding opportunities for over 4M\$ USD with a positive impact in the P&L.
- Evaluate Equity position and influence internally the stakeholders, the need to perform a capital allocation in the Sub Region for over 20M USD to strength Balance sheet position to guarantee long term projects to be executed for over 100M\$
- As Business integrator in the acquisition GE – Alstom, promoted the GE culture respecting the know-how and influenced and collaborated with the process standardization, new operating rhythm, finance tools to integrate the new business to the GE portfolio in an effective way

Senior Finance Manager – GE Oil & Gas, - Colombia

Jun 2013 – May 2016

Finance Leader for Artificial Lift a GE Acquisition in Colombia, Responsible for Acquisition Integration, Planning, and financial execution of the shop & services dedicate to assembling the electro-submersible pumps used for Oil production.

- As Business integrator in the acquisition GE – Wood Group, promoted the GE culture respecting the know-how of new company, influenced and collaborated with the process standardization, new operating rhythm, to integrate the new business to the GE portfolio in an effective way.
- Reorganized finance department to leverage the use of the share service and reduced department cost for over 150K USD annually.

- Analyzed and evaluated a key number of equipment's that was under renting mode and performed a CAPEX Investment for over 500K USD to reduce variable cost for around 2.5M USD over the next 3 years and expand assembly shop capabilities.
- Explored and executed the sale of a group of assets and material with not useful life, having revenue for over 1M USD and improved the lay out of the assembly shop.

Finance Manager – GE Oil & Gas, - Venezuela

Dec 2009 – Jun 2013

Finance Leader for Global Services business in the country, Responsible for Controllership, Planning and Financial execution of the portfolio dedicate to a Shop Repair, Field Services & Parts sale for GE Turbomachinery.

- Being the country restricted to exit foreign currency. I Evaluated, influenced, and executed a capex investment for 750K USD using the cash available in the country to mitigate FX Impact negative for over 2M USD and expanding our shop and field services resources capabilities.
- Guided a process to identify in a weekly basis the Revenue and GM to be achieved each quarter and identify risk and opportunities on time, to have full visibility of ongoing operations and take proactive action when was need it to be achieved 100% the business plan YoY.
- Ensured controllership and accounting data accuracy having 100% balance acc reconciled, keep 100% policies and controls in place, being a role model and reference Business in the region for finance process execution and also recognized it by internal audit team.

Williams (Gas Company).

Jun 2006 – Oct 2009.

Senior Financial Analyst. – Venezuela.

ExxonMobil.

Sep 2001 – Oct 2005.

Multiples Roles – (Accounting analyst – Internal Controls, Operation fuels assistant, Billing, Collection, Inventory Reconciliation, Fleet Support). - Venezuela.

EDUCATION.

Bachelor: **Accounting**, Santa Maria University, Venezuela, 2002

TRAINING.

Corporate Finance Institute (CFI) Certification for Financial Modeling & Valuation Analyst – (*In Process*)

GE Crotonville: AFMC –Advance Financial Management Course (2017) LDC Leadership Development Course (2014), NMDC – New manager Development Course (2013), BELS – Building essential leadership skills (2012).

LANGUAGES / IT TOOL / AWARDS

Languages: Spanish (native) / English (fluent).

IT Tools: Microsoft / SAP / Hyperion.

Awards: Strong Performance on Integrity Matters (GE O&G) / Service Hero (ExxonMobil).