



## MICHELA PARTIPILO



## OBJECTIVES

A results driven, motivated Finance leader, managing financial & IT areas, supporting executive decisions. More than 20 years of experience in accounting, tax, controlling and treasury at group level of international listed groups. Naturally exposed to transformational initiatives, with proven crisis management skills.

## SKILLS

### TECHNICAL

- Accounting
- Planning and controlling
- Profitability analysis
- Balanced scorecard

### BUSINESS

- Financial acumen
- Strategy Development
- Physical and digital retail
- Brand & Sales concepts

### BEHAVIOUR

- Coaching & Leadership
- Influencing & advisory
- Communication
- Negotiation

## WORK EXPERIENCE

### CHIEF FINANCIAL OFFICER – BIALETTI INDUSTRIE S.P.A

#### 2023 - Present

- Leading the Group accounting, treasury, credit, controlling & IT team (~25 people).
- Managing Governance relationships.
- M&A process (Aeternum dismissal in 2023)
- Established and maintaining a strong working relationship with the bank and main stakeholders.
- Driving continuous improvement by establishing and analysing clear, measurable key KPI metrics across all finance operations.
- Driving Group cash flow
- Reviewed and improved internal audit procedures.

### AFC DIRECTOR – BIALETTI INDUSTRIE S.P.A

#### Jan 2019 - Present

- Leading the Group accounting, treasury, credit and controlling team (~20 people). Business Plan Debt restructuring. Share Capital Increase on Milan Stock Exchange.
  - Business Plan co-creation according to art. 182-bis L.L. Debt restructuring.
  - Re-set Finance function
  - Supporting Group CFO, BoD and Executive Committees participation
  - Budgeting, reporting and forecasting

### RETAIL CFO - BIALETTI STORE S.R.L.

#### Jan 2016 – Dec 2018

- Managing the controlling, accounting and treasury teams supporting the retail entity. Set-up foreign commercial branches. Supported the group international retail expansion plan. Key responsibilities:
  - Budgeting, reporting and forecasting
  - Cash flow management
  - Set up stores new opening process (80 stores in 2 years)

### GROUP ACCOUNTING DIRECTOR - EUTICALS

#### Jul 2013 – Dec 2015

- Led the accounting, treasury and credit teams (14 people) Managed IFRS transition. Issued consolidated balance sheets complying with IFRS. Managed monthly closing cycle. Coordinated consultants, auditors and tax authorities processes. Arranged fiscal declaration in compliance with national fiscal law, including VAT and direct tax declaration. Coordinated accounts payable activities.
  - Banks relationships, negotiated new loans and factoring lines, looking for new financing solutions.
  - Monthly cash flow scenario planning, monitoring DSO
  - Created a new monthly reporting structure to support stakeholders like Private Equity funds (Clessidra, Mandarin capital partners)

**GROUP ACCOUNTING & TREASURY MANAGER – BIALETTI  
INDUSTRIE S.P.A.**

**Jan 2009 – Jun 2013**

- Led the accounting and treasury teams (15 people). Process Owner Merger among 3 Italian entities of Bialetti Group in 2010. Consolidated balance sheet software implementation (Oracle Hyperion Financial management).
  - Issuing consolidated balance sheets complying with IFRS. Impairment Tests
  - Issuing all financial documents according TUF to be filed on stock exchange
  - Fiscal declarations
  - Forecasting monthly cash flow

**ACCOUNTING MANAGER – BIALETTI INDUSTRIE S.P.A.**

**Jan 2006 – Dec 2009**

- Led the accounting teams (10 people). General accounting and taxes management
  - Consolidated and statutory financial statements
  - Fiscal declarations
  - Monthly closing

**ACCOUNTING MANAGER – BIALETTI INDUSTRIE S.P.A.**

**Jan 2002 – Dec 2005**

- Arranging and managing invoicing tasks for the HQ entity. Strong VAT law knowledge. Issued Invoices and credit/debit notes to customers. Arranged all shipping documents to both EU and extra EU countries

**EDUCATION**

**UNIVERSITY DEGREE IN ECONOMICS**

**2007 - BRESCIA**

**SALES MANAGEMENT & INFORMATION TECHNOLOGY**

**2000 - BRESCIA**

**ACCOUNTING DEGREE**

**1999 - BRESCIA**