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# MARIANO FLORES LEYES

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## PERSONAL SUMMARY

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A capable, results orientated accountant with experience leading high complexity projects and of successfully increasing efficiency and productivity. Skilled in nurturing and growing a business, evaluating opportunities and risks and also delivering innovative new solutions to challenges. Able to think creatively to create options and solutions. Proven experience in commercial environments. Driven by common sense and prepared for decision-making. Deep knowledge of teamwork concepts and team management techniques. Accustomed to working with senior management. Significant experience in management & communications skills. Able to communicate and present confidently and clearly both in Spanish and English. Motivated by participating and working in multicultural teams and different environments with a proven ability to influence positively in groups.

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## RELATED EXPERIENCE

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### **PRESIDENT – AUG 2017 - PRESENT**

#### **Sports Association - Pan-American Lacrosse Association**

Managing and supervising all operations and financial activities of the organization. Handling the foundation of the association and related non-profit organizations. Resolving contractual and commercial issues and disputes. Developing positive direct relationships with key business contacts. Maintaining strong diplomatic relationships with all member nations. Coordinating schedules and contracts with outside vendors and other professionals. Managing work with Board of Directors, Event Planning, Committees, and other support organizations.

### **GENERAL MANAGER – NOV 2012 - PRESENT**

#### **Sports Association - Argentina Lacrosse Association**

Managing and supervising all operations and financial activities of the organization. Mentoring, motivating, and providing leadership to staff members. Overseeing and maintaining coordination of workflow between different departments of the organization. Conducting campaigns for recruiting players and officials. Overseeing and actively participating in generating instructional material for Officials and Coaches. In charge of all relationships with all vendors and other NGOs as well as maintaining strong diplomatic relationships with various international entities. Managing performances, special events, tournaments, and international appearances. Coordinating schedules, contracts, and payment with outside vendors and other professionals. Managing the provision of materials and managing accounts, budgets, and donations. Supervising the administrative work. Managing work with Board of Directors, Event Planning, Committees, and other support organizations.

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## OTHER EXPERIENCE

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### **SENIOR SALES OPERATIONS ANALYST – APR 2017 – PRESENT**

#### **SaaS Company - Avature**

Management and improvement of existing sales and sales operations processes. Construction of territory and segmentation models acting as an advisor on sales coverage. Establishment and improvement of key processes, and ad-hoc support to help achieve revenue goals. Production of weekly, monthly and quarterly reporting as required. Calculation of sales commissions. Development and improvement of functional areas for data management, forecasting, sales opportunities, dashboards, and reports. Work with leadership on ad-hoc strategic operational projects. Conduct in-depth pre and post-campaign analytics and other ad-hoc analysis to proactively identify optimization opportunities, organize resources, test and measure performance. Provide internal support to sales, operations, and other teams on specific questions regarding technical or performance topics related to revenue and contracts. Conduct data analysis and reporting to support sales strategy, lead generation, expansion, reference campaigns, and renewal pushes.

### **SENIOR FINANCIAL ANALYST – FEB 2015 – APR 2017**

#### **SaaS Company - Avature**

Support department with ongoing detailed analysis of financial performance, billing and pre-sales issues and overall company transactions. Assist in preparation of presentations for senior management. Preparation of monthly sales management review and assistance on sales plans. Preparation of monthly pacing revenue report including the preparation of various analyses of sales metrics to provide to senior management. Account analysis. Prepare various ad hoc financial analyses for senior management.

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## ACADEMIC QUALIFICATIONS

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### **ACCOUNTANT, ECONOMICS**

Universidad Católica de Cuyo 2005 – 2009

### **ENGLISH LANGUAGE STUDIES**

Instituto Superior de Cultura Inglesa 2003 - 2010

References – Available on request