

Curriculum vitae Adrian Tohanean

Professional objective	<p>Adrian Tohanean</p> <p>Acquiring an expertise on financial management and leverage it into a reliable business partner and business challenger role within the Group' executive management team, supporting long-lasting business improvements in performance and organizational health.</p>
Work experience	
Career level	Middle management
Work experience	21 years
Management experience	Yes
Job	Deputy Group CFO & Business Unit Supply & Trading CFO
Period	2017-03 <> present as Deputy Group CFO 2019-07 <> present as BU Supply & Trading CFO
Name of the employer	KMG Rompetrol , Head Quarter, Bucharest
Department	Business Unit Finance
Job description	<ul style="list-style-type: none"> • Coordination and implementation alongside Group CFO and the executive management team of the Group of strategic and tactical business plans, embedding organic and sustainable OPEX optimization programs; • Monitoring the long-term implementation of the business plan to make sure the Group's strategic objectives are met; • Secretary of the KMGI Finance & Investment Committee, ensuring a transparent and focused approach in front of KMGI Board of Directors of all finance affairs; • Improvement of the key financial processes' governance according to best practices; • Coordination of Business Units level CFOs to support a cohesive execution of Group level strategic processes, projects and specific business improvements measures; • Participation in key decisions as a member of the executive management team; • Continuous monitoring of the business environment with a view to identify solutions for performance improvement and corrections according to the specific situations;
Achievements	<p><u>Business impact:</u></p> <ul style="list-style-type: none"> • Active involvement alongside Group CFO in KMGI alignment to Industry best practices through new dedicated Finance Committee leading to an improvement of the quality and lead time of the decision process of finance matters at the Group Board of Directors level, optimized Management Accounting policy, new Investments Prioritization & Post-Investment policy, new Business Assurance process; • Improvements delivered in key finance processes during past years to better and timely support business decisions through an optimized planning process and optimized and streamlined recurrent performance review process; • Active role in Corporate Business Intelligence (BI) project implementation stages; • Effective coordination of OPEX optimization initiatives across the Group.
Management experience	Yes
Job	Planning & Performance Management Director, KMG I Group
Period	2011-07 <> 2017-03
Name of the employer	KMG Rompetrol , Head Quarter, Bucharest
Department	Group Planning and Performance Management
Job description	<ul style="list-style-type: none"> • Develop, consolidate, and implement Group 5 years business plan, aligned with major KMG I strategic goals • Supply to top management team analysis and performance evaluations, recommend operational effectiveness improvements • Coordinate monthly performance reviews at Group level • Manage Group cross departmental alignment on all major group projects linked with Group Planning & Control area • Manage Group key financial performance (KPI) indicators system implementation and monitoring

Achievements

Business impact:

- Change of the set-up of planning & controlling team into a shared services one, offering direct link in between entities and BU & Group levels
- Start implementing new planning & controlling initiatives, to ensure more quality, speed and adequate details in the overall service offered to top management & VP levels, especially in budgeting & reporting area, via a flexible integrated planning model & budget execution reports at actionable details level; most important of them:
 - New flash reports on profit & loss and key business drivers' analysis, to timely better support top management decisions
 - Master database project for all historical and targets references, as single Group reference point on business drivers for all Group companies
 - Year-end monthly forecast process implementation, with submitted for approval action plans for year-end internal targets fulfilment, including sensitivities analysis with focus on actionable drivers
 - Start implementing an integrated Group planning model based on key drivers, as flexible budgeting tool, using simplified assumptions, for Group side flexible and close to real-time planning simulations
 - Active budgetary control process & reports, to ensure adequate budgeted expenses control
 - Re-shape of monthly Group and entity level performance reviews formats and contents, with focus on actionable drivers and action plans follow-ups and proposals
- Lead and back-up clear responsibilities set on all Group planning and controlling processes
- Important contributor to critical Group level projects: Business Intelligence, Analytical Center, annual impairment tests

Job

Planning & Performance Management Director, BU Retail

Period

2008-01 <> 2011-07

Name of the employer

KMG Rompetrol, Head Quarter, Bucharest

Department

BU Retail Planning and Performance Management

Job description

- Coordinating budgeting & controlling processes, Business Intelligence project
- Coordinating performance analysis processes at BU & entity level
- Creating reporting methods for evaluating strategic & operational objectives fulfilment for all BU Retail entities
- Adjustments and improvements proposals of business processes across the BU

Achievements

Business impact:

- **Designing of first in-depth post investment review** of entire own Romanian gas stations network, including **each gas station profitability piloting model** for instant appraisal on investment dedicated return from dedicated station's business drivers' sensitivities.
- **Successfully implementing** major reporting **automations** within main Romanian entity (Retail gas station's executive dashboards, Oracle AR OLAP cube, in store Coverage cube, Oracle GL Financial cube, Sales force dashboard, HR headcounts cube, Credit Control report, COGS cube to facilitate enhanced day-to-day financial appraisal of commercial transactions).
- **Segmentation of profitability reports** for own Romanian gas stations by geographic areas, by sales intervals, leading to the decision of closing the least profitable points of sales and concentrating management focus towards the high profitability potential sites.
- **Financial profitability valuations** and negotiation scenarios – Romanian Express type sites valuation, major partnerships commercial terms profitability impact analysis and sensitivities with direct impact on Group profitability.

Controlling function impact:

- **Introducing expenses variance analysis** procedure in KMG I Group and **analysis tool**, to easily understand expenses gaps from referenced targets, by expense types/budget centers, and decide on corrective/savings initiatives at the appropriate accountable level.
- **Implementing activity-based costing system** for profitability appraisals of business segments, in an incipient stage, for more accurate profitability analysis.
- **Standardization** of the reporting package across the Retail entities; reporting literacy enhanced with in-house training sessions for all PPM retail entities (variance analysis, channel profitability, ABC cost allocation).
- **Zero attrition rate** inside PPM BU Retail and Retail entities PPM controlling teams.

Job	Budgeting & Reporting Manager at Bu Retail level
Period	2007-07 <> 2007-12
Name of the employer	Rompetrol Downstream, Head Quarter, Bucharest
Department	Planning and Performance Management
Job description	<ul style="list-style-type: none"> • Supervising the data collection process for Rompetrol Retail entities in accordance with Group deadlines. • Supervising and providing help to BU entities in developing the annual and long-term business plans in accordance with Group deadlines and requirements • Following up the major performance indicators established for each business. Following up of the actual versus budget on P&L, CAPEX, cash plan, staff costs and headcount, working capital within business unit and performing variance analysis on the collected data.
Achievements	<ul style="list-style-type: none"> • Introducing to the BU and implementing a detailed variance analysis model, covering all revenues and expenses drivers, used in KPI monitoring and KPI status management meetings. • Creating the Retail operational & P&L planning model including all critical business drivers, with what-if scenarios capabilities for real-time decision making. • Creating the first standard investment appraisal template for gas stations. • Introducing a new reporting package to successfully monitor key business drivers: Monthly-Plan execution report within Downstream Romania, including variance analysis mapped to monitored drivers, both on Month-to-Date/Month-to-Go; Channels profitability model; Staff cost dedicated report.
Job	Financial Analyst
Period	2007-03 <> 2007-07
Name of the employer	Rompetrol SA, Head Quarter, Bucharest
Department	Planning & Performance Management department
Job description	<ul style="list-style-type: none"> • Analyzing variances against the entities forecasts and plans. • Creating Feasibility studies for ongoing business opportunities (Franchises royalties' schemes renegotiations, Express network profitability scenarios). • Support for implementing new management reporting IT solutions (Retail OLAP cubes).
Job	Management accounting controller
Period	2006-01 <> 2007-02
Name of the employer	Michelin Romania SA
Department	Commercial – Trucks Business Unit & IT departments
Job description	<ul style="list-style-type: none"> • Measuring economic impact of pricing policy, discounts, credit conditions and costs. • Scenarios analysis on commercial actions.
Achievements	<ul style="list-style-type: none"> • Successfully lead first financial business planning within just implemented Cognos planning tool, at the trucks business unit level.
Job	Management accounting controller
Period	2004-01 <> 2005-12
Name of the employer	Michelin Romania SA
Department	Logistics and Shared Services departments
Job description	<ul style="list-style-type: none"> • Preparing annual budget for Logistics and Shared services departments • Realization of recurrent reporting package within tight deadlines • Investments projects execution follow-up
Achievements	<ul style="list-style-type: none"> • Introducing management reporting based on accounting intra-company service departments cross-invoicing (class 9 accounts of the general chart of accounts), to clearly reflect both the full budget centers costs and the direct controllable, accountable cost perimeter of budget owners. • Set-up of a recurrent process of management reviews on logistics performance indicators, followed by corrective action plans.

Job	Financial and Forecast Controller for Commercial – Tourisms & Light truck Business Unit – departments
Period	2002-12 <> 2003-12
Name of the employer	Michelin Romania SA
Department	Commercial department
Job description	<ul style="list-style-type: none"> • Tires inventories need calculations regarding forecasted sales, advance or pending orders. • Management of tires inventory levels to create the premises for sales objectives fulfilment.
Job	Technical support within CRM (Customer Relationship Management)
Period	2002-06 <> 2002-12
Name of the employer	SOFTWIN S.A, Bucharest
Department	Outsourced Shared Services Department
Training	
Period	2002-08 <> 2002-12
Institution	Michelin Romania S.A., Head Quarter, Bucharest
Additional information	Intern within commercial department – Financial controller function
Achievements	<ul style="list-style-type: none"> • Develop the first day-to-day enhanced sales performance follow-up report, by sub-segments and product lines • Renew the sales force bonuses calculation scheme, aiming for profitability increase and increased market share in the higher profitability tires segments
Period	2002-06 <> 2002-07
Institution	BRD - Groupe Société Générale, Unirea Group, Bucharest
Additional information	Intern - Clients Counselling Department – business segment clients
Period	2001-07 <> 2001-08
Institution	Carrefour Romania - Hiproma S.A., Bucharest
Additional information	Intern for Fresh Products department (Manager responsibilities)
Education	
Period	Present
Institution	ACCA
Major	Accounting
Progress	F1 to F5
Period	2002 <> 2003
Institution	French –Romanian Management Institute (Branch of Institut Universitaire Professionnel de Management, Clermont-Ferrand, France)
Major	Diplôme de Maîtrise, Titre d'ingénieur-maître – business management major
Period	1999 <> 2003
Institution	Academy of Economic Studies – Bucharest- Economic studies in foreign Languages (SELS), French department
Major	License Diploma – business administration major
Period	1995 <> 1999
Institution	National College „Dr. Ioan Mesota”, BRASOV Certificate of Baccalaureate (june1999)
Computer Literacy	Proficiency MS Office (Word, Excel, PowerPoint, Visio), SharePoint
Foreign Languages	English - Advanced; French - Advanced;
Driving license	Yes