

GABRIELE RUGGERI

PROFESSIONAL EXPERIENCE

07/2016 – Today

SogeMi, Milano (Italy), Public Company that runs, on behalf of the City of Milan, all the wholesale markets in the City (Asset and Facility Management).

C.F.O. Chief Financial Officer. Main tasks:

- assist in performing all tasks necessary to achieve the organization's mission and help execute staff succession and growth plans;
- train the Finance Unit and other staff on raising awareness and knowledge of financial management matters;
- work with the President/CEO on the strategic vision including fostering and cultivating stakeholder relationships on city level, as well as assisting in the development and negotiation of contracts;
- participate in developing new business, specifically: assist the CEO and COO in identifying new funding opportunities, the drafting of prospective programmatic budgets, and determining cost effectiveness of prospective service delivery;
- assess the benefits of all prospective contracts and advise the Executive Team on programmatic design and implementation matters;
- ensure adequate controls are installed and that substantiating documentation is approved and available such that all purchases may pass independent and governmental audits;
- provide the COO with an operating budget. Work with the COO to ensure programmatic success through cost analysis support, and compliance with all contractual and programmatic requirements;
- oversee the management and coordination of all fiscal reporting activities for the organization including: organizational revenue/expense and balance sheet reports, reports to funding agencies, development and monitoring of organizational and contract/grant budgets;
- monitor banking activities of the organization;
- oversee the production of quarterly reports, as well as financial statements and cash flow projections for use by Executive management, as well as the Audit/Finance Committee and Board of Directors;
- oversee Accounts Payable and Accounts Receivable.

04/2014 – 07/2016

Phonetica Group, Milano (Italy), main national player in Telecommunications, Business Process Outsourcing, IT Industry.

Head of Finance and Business Intelligence. Head of Group Finance. Main tasks:

- develop an enterprise wide business intelligence strategy, roadmap, and investment plan;
- evaluates and advises on the impact of long range planning, introduction of new programs/strategies and regulatory action;
- direct and oversee all aspects of the Finance & Accounting functions of the organization;
- manage processes for financial forecasting, budgets and consolidation and reporting to the Group;
- ensure that effective internal controls are in place and ensure compliance with GAAP;
- origination, negotiation and execution of investment facilities as well as cash revolving facilities, factoring and commercial loans;
- lead the adoption of best practices surrounding BI development, data management, and administration.

05/2012 – 04/2014

Rec Group, Milano (Italy), Norwegian Multinational Corporation listed on Oslo Stock Exchange, leading global provider of solar electricity solutions (modules and PV Plants) – Renewable Energy Sector.

Finance Manager. Responsible for all financial and investment management aspects of company operations. Main tasks:

- coordinate the asset management activities related to projects and completed assets (more than 40 Mln Euro of PV Plants in operation and under management – rooftops and ground mounted);
- origination, negotiation and execution of 30 Mln Euro of energy financial leasing both at SPV and Italian holding level;
- implement business models, in particular focusing on developing, building, operating, managing and transferring the assets in portfolio;
- develop, implement and direct the finance and investment strategies: negotiate and execute legal framework agreements, structure financial and investment exit strategies on non strategic assets;
- oversee financial management of foreign operations to include developing financial and investment strategies on Italian assets.

01/2007 – 04/2012

Altarea Cogedim, Milano (Italy) and Paris (France), Real Estate listed company on Paris Stock Exchange (Euronext)

Financial and Investment Controller. Main tasks:

- active involvement in asset management strategies and decisions on the Altarea Italian portfolio (500 Mln Euro assets under management);
- origination, negotiation and execution of 350 Mln Euro of construction mortgage and investment facilities as well as cash revolving facilities both at SPV and Italian holding level;
- originate and execute legal framework agreements, with a specific focus for Turn Key Contracts, EPC Contracts, LOI, MOU ad SPA;
- negotiate and execute the major lease agreements and selling agreements on strategic and non strategic assets in order to ensure the sustainability of the investments;
- manage and execute the process of debt restructuring, both at SPV and Italian holding level;
- manage the cash pooling, treasury and financial planning for all the operating Italian entities (more than 20 SPVs);
- manage the relationship with banks for implementing the hedging strategy in accordance with HQ in Paris (more than 40 Mio euro different MTM of hedging under management);
- manage the relationship with equity partners and investors both at Italian and consolidated level.

05/2002 – 01/2007

Fondazione Fiera Milano, Milano (Italy), Holding Public Company of Fiera Milano Group, listed on Milan Stock Exchange

Financial and Investment Analyst, specially focused in Real Estate Finance and Real Estate Investment and Asset Management. Main tasks:

- manage and execute the economic and financial analysis for real estate assets under construction and in operation (1.500 Mio euro assets under management: hotels, offices, fairgrounds, residential, hospitals);
- implement the financial real estate modelling for supporting the execution of international public and private tenders preliminary to the investment and strategies committees;
- support the origination, negotiation and execution of 1.000 Mln Euro of construction mortgage and investment facilities as well as cash revolving facilities, structuring club deal financing;
- manage cash flow and ratio analysis;
- lead the infrastructure project finance strategies;
- manage and lead the financial analysis for the IPO of Fiera Milano on Milan Stock Exchange: business plan and financial model for the listing process.

09/2001 – 05/2002

Camera di Commercio di Milano, Milano (Italy), Chamber of Commerce, Industry, Craft Trade and Agriculture of Milan

Analyst and Researcher at Study and Development Department in Micro and Macro Economics.

EDUCATION

Nov 2010

CIIA, Certified International Investment Analyst, Milano (Italy)

Graduate cum laude in one year. ACIIA and AIAF Member since December 2010.

International Certification for equity valuation and analysis, financial accounting and statement analysis, corporate finance, fixed income valuation and analysis, economics, derivative valuation and analysis, portfolio management.

July 2003

ASERI Postgraduate School of Economics and International Relations, Milano (Italy)

Master in Markets and Institutions of the Global System. Special Focus: Real Estate Finance and Real Estate Investment and Asset Management.

Final thesis: *“Financial Real Estate Modelling: Fondazione Fiera Milano Case Study”*.

April 2002

Cattolica University, Milano (Italy)

Bachelor of Political Sciences in International Economics (110/110)

Final thesis: *“The analysis of the Irish Economic Development”*.