

GONZALO E. MENDEZ

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EXECUTIVE PROFILE

Resourceful, results-oriented Audit Executive who consistently generates concrete results to improve control, financial reporting, efficiency, profit, productivity or revenues. Seasoned professional with broad-based experience in diverse industries such as Banking and financial services, retail, international, as well as Sarbanes-Oxley compliance. Adapts quickly to new locations and new systems to examine companies as a whole and provide a fresh approach to complex problems. Specializes in improving the financial positioning of multi-national, Fortune 500 companies and addressing the financial challenges of international business. Decisive team leader who focuses on consensus building, hiring the right people and promoting camaraderie.

Selected Highlights

- Successfully completed many completed many financial audits of foreign banks and financial services companies in Latin America ensuring compliance with US and local regulations and financial reporting requirements.
- Managed and or participated in many Sarbanes Oxley compliance projects, resolving all issues that impeded compliance or threatened project success and achieving full compliance. *[GEM Consulting Services]*

There follows a list of SOX consulting services clients:

- Assurant – Insurance - Miami, FL
- Chico’s – Women’s Clothing Retailer - Fort Myers, FL
- Carpenter Technologies – High-end Steel Industrial Steel - Reading, PA
- United Technologies – A/C Equipment Manuf. - Athens, GA

SOX work performed for the following clients involved review, assessment and remediation of SOX IT controls (COBIT)

- Sterling National Bank – Banking -New York, NY
 - National Penn Bank – Banking- Boyertown, PA
 - Star Gas –Gas and Oil - Stamford, Ct.
 - TAL International- Container Leasing- Purchase, NY
 - Toys R Us – Toy Retailer - New Jersey and Madrid, Spain
 - Danka – Printing and Computer Equip. Leasing- Paris, France
 - Tehcumse – Electrical Equip. Manuf. - Sao Carlos, SP Brazil
- Recovered \$1.2 million for Stanley Latin America by identifying wrongly expensed assets and recoverable duty drawbacks and incorrectly stating P&L/financials. *[GEM Consulting Services]*
 - Generated \$1.6 million in annual savings by reviewing the long-standing policy of increasing the fleet for Christmas and recommending not actively pursuing of this profit-loosing business. *[Dollar Rent A Car]*
 - Identified \$1.5 million of unreported license revenue and 2 separate cases of fraud involving 2 executives. *[Dollar Rent A Car]*
 - Directed operational audits of Chilean Telephone Company that led to a corporate restructuring to reduce duplicate tasks and increase efficiencies, producing savings of approximately \$500,000 annually. *[Consulting Services]*
 - Conducted internal audits that discovered revenue fraud that had been going on for years and major errors in the cost accounting system that necessitated a restructured plant and marketing strategy. *[Philip Morris]*

Areas of Expertise

Financial Audits	Audit Methodologies	Sarbanes-Oxley
Operational Audits	Complex Systems/Procedures	SOC 1, 2 3
Process/Procedures	Internal Controls	Project Management
International Business	Budgeting/Cost Control	Financial Software/Technologies
Banking and Financial Services industries	Financial Reporting	Staff Management

PROFESSIONAL SUMMARY

GEM Consulting Services

Tampa, Florida

Self-owned consulting company, working primarily with other consulting companies to provide corporate finance services.

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President

2000 to Present

Provide consulting on items such as Sarbanes Oxley, internal audit, corporate finance to national/international clients.

- Performed complete audits of financial statements and operations of two banks, one in Peru and a second in Chile. In addition, participated or led a Sarbanes Oxley projects in two Banks in the US and as well as insurance companies.
- Acted as CFO in Latin America for The Stanley Company, solving problems with costing, legal issues, inventory and AR that allowed the company to resume regular client reporting after a year-long hiatus.
- Recovered \$1.2 million for Stanley Latin America by conducting internal audits that identified wrongly expensed assets, recoverable duty drawbacks and incorrectly stated P&L/financials.
- Produced a 28% service improvement, decreased costs 25% and significantly reduced exposure risk in client's treasury function, creating the basis for a new automated system.
- Successfully implemented COSO, COBIT approach to Sarbanes Oxley for 11 clients in various industries, analyzing and documenting very complex processes such as derivatives trading and retail costing to clearly and succinctly resolve internal control issues/weaknesses at the lowest possible cost/effort.
- Managed 4 Sarbanes Oxley compliance projects, resolving all issues that impeded compliance or threatened project success and achieving full compliance.
- Completed special projects for International Air Transit Association, traveling to different countries to troubleshoot problems with currency exchange, local taxes and reporting inconsistencies.
- Created/implemented budgeting procedure and system for a client, resulting in better financial reporting and control.

Dollar Rent A Car, Inc.

Location

Car rental company with more than \$1 billion in revenues, approximately 400 worldwide locations and 188,000 automobiles.

Director of Finance

1997 to 2000

Guided company's \$400 million financial accounting/analysis, budgeting/forecasting, cost controls, special projects, company procedures. Supervised 24 people and managed the financial aspect of 30,000-car fleet.

- Generated \$1.6 million in annual savings by reviewing the long-standing policy of increasing the fleet for Christmas and recommending not actively pursuing of this profit-losing business.
- Assumed control of AMEX purchasing card program that was about to be terminated, developing an efficient, effective method for using data to control costs.
- Restructured department's method for analysis and review, creating associate familiarity with accounts that enabled better identification of problems or opportunities.
- Implemented numerous procedures related to accounting closings, accounts payable and account reconciliation that increased efficiency, eliminated errors, improved control and reduced time, saving hundreds of thousands of dollars.
- Negotiated large audit findings by airport authorities against company to reduce amounts owed by \$100,000.

Regional Audit Manager

1995 to 1997

Managed the internal audit function for Florida, the Eastern United States and Latin America, creating assessment tools and training employees on basic accounting procedures to improve efficiency.

- Conducted internal audits that discovered \$1.5 million of unreported license revenue and 2 separate cases of fraud involving 2 executives.
- Created more comprehensive analysis tools that prioritized audit coverage based on evaluation of risk and provided insight about possible problem areas at an early stage of an audit.
- Conducted audits that saved as much as 15-20% in fleet management, insurance claims, customer care, maintenance issues and other matters.
- Saved 45% by identifying/resolving cost and service issues with IT contract relating to system development, computer operations and help-desk management.
- Created an Internal Control Committee to address internal control and risk-related issues, proactively prioritizing important issues for management decision and resolution.

Consulting Services

Tampa, Florida and Santiago, Chili

Self-owned consulting company providing financial/audit services to corporations in Latin America and the United States.

President

1990 to 1995

Provided financial and internal audit consulting services to companies trying to enter the U.S. market or applying for financing with the Chilean government.

- Directed operational audits of Chilean Telephone Company that led to a corporate restructuring to reduce duplicate tasks and increase efficiencies, producing important savings of \$500,000.
- Provided business plans, corporate restructuring and internal controls that enabled 4 companies to receive financing.

- Assisted companies with international business issues related to audit, strategy, corporate finance and import/export.

Philip Morris Management Corporation

New York, New York

Parent company of the Philip Morris companies, now known as Altria Group. Produces food, beer and tobacco products.

Internal Audit Manager

1985 to 1990

Performed internal audits at holding company and directed/performed operational and financial audits at subsidiaries, preparing audit plans and schedules. Managed internal audit teams on multiple, concurrent projects.

- Conducted internal audits that discovered revenue fraud that had been going on for years and major errors in the cost accounting system that necessitated a restructured plant and marketing strategy.
- Recommended restructuring the purchasing function to bring it in-house, saving \$4.5 million annually.
- Participated in the evaluation of possible acquisition targets located in Latin America.

Previous employer: International Business Machines (IBM). Five years as Sr. Internal Auditor.

EDUCATION & PROFESSIONAL DEVELOPMENT

Master of Business Administration in Finance ♦ Pace University ♦ New York, New York

Bachelor of Arts in Business Administration ♦ University of Chile ♦ Santiago, Chile

Certified Internal Auditor ♦ Certified Public Accountant