

HANNA G MACHO

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EDUCATION

MIT SLOAN SCHOOL OF MANAGEMENT

Candidate for MBA, June 2010

- Member of Finance, Consulting and Sloan Women in Business Club

Cambridge, MA
2008-Present

UNIVERSIDADE POSITIVO

Certificate in Pharmaceutical Engineering

Curitiba, Brazil
2005-2006

UNIVERSIDADE CATÓLICA DO PARANÁ

Certificate in Controlling and Finance, thesis on evaluation of intangible assets

B.A. in Business

- Top 5% on Brazil national college-exit exam and received one of the two scholarships to study a certificate degree

Curitiba, Brazil
2004-2005
2000-2003

UNIVERSIDADE FEDERAL DO PARANÁ

B.S. in Pharmaceutical Studies - Industry

Curitiba, Brazil
2000-2004

EXPERIENCE

VMware Inc.

Treasury Summer Analyst

- Developed and implemented a methodology to determine foreign currency exposure and pioneered a monthly hedging process by selling forward contracts on its major currencies of operation.
- Quantified and analyzed potential risks of current investments on California State holdings that were presented to external audit and management team

Palo Alto - CA, USA
Summer 2009

EXXONMOBIL

Senior Controller Analyst

Analytical

- Analyzed and forecasted financial statements for four subsidiaries focusing on operating expenses, inventory and sales to justify and project margins and to give recommendations for executives in the U.S., Argentina and Brazil.
- Created foreign exchange analysis for 12 Latin American countries that resulted in re-examination of existing practice for the region, generating an impact of \$4M.
- Revised and defined transfer price allocation for 25 South American/Caribbean countries of downstream segment to avoid tax penalties from authorities.
- Awarded three annual recognition prizes (given to top 5%) due to outstanding work such as year-end closing improvements and peer assistance.

Curitiba, Brazil
2004-2008

Leadership

- Coordinated with different areas (Customer Service, Intercompany and Operations) the divestment of five Caribbean subsidiaries and created a process for future practices.
- Managed a team of four to change intercompany tax strategy resulting in cumulated \$20M tax savings.
- Led a group of three on consolidating intercompany transaction, increasing efficiency by 40% (time and resources).

Communication

- Presented improvements and recommendations to U.S. controller executive.
- Conducted monthly meetings to improve and spread foreign exchange knowledge among key analysts, resulting on alignment and standardization of the procedures among different clusters.
- Mentored over 20 peers and interns developing courses such as foreign exchange analysis, expenses allocation and inventory valuation, as a result I was designated focal point for those subjects.

HERBARIUM LABORATÓRIO BOTÂNICO

Leading Phytotherapeutic (Pharmaceutical) Industry of Brazil

Technical Analyst

- Determined costs of drug quality control analysis which enabled the development of a new business opportunity: perform analysis for other companies that couldn't afford high equipment costs.
- Researched and implemented new drug analysis to substitute current practice, resulting on economic savings.

Curitiba, Brazil

2004

INTEREST AND ACTIVITIES

- Languages: Portuguese (native), Spanish (fluent), German (intermediate), Chinese (basic - learning)
- Enthusiastic about: rock climbing, tennis playing, harmonica playing and wine tasting tours