

# LAURA NOCCIOLI

<b>Place and date of birth</b>	France, 31/07/1989 (33)
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## BRIEF DESCRIPTION

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A result-oriented, team player, open-minded, proactive with excellent communication skills person who is passionate about embarking new business opportunities and related responsibilities.

Looking for new challenges to broaden experiences and expertise for a further professional growth.

## EMPLOYMENT

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*April 2021– to Date*

### **Group Investment Controller at Ferrero Headquarter**

Main KPIs achieved:

Implement the Group Capex and Long Term contract policy to 5 newly open Business Units of the group

Work undertaken:

- ✓ Point of reference for the Group stakeholders for the governance, risk and compliance aspects related to Capex and Long Term Contract (LTC)
- ✓ Responsible of the update of the Group Capex and LTC policy.
- ✓ Assess group controls and review local assessments.
- ✓ Responsible for the organization of the Group Investment Committee: guidance of the projects owners for the preparation of the investment committee, presentation of the dossier to the Group Planning & Controlling Manager, preparation of the final presentation for the Group Top Management.
- ✓ Support of the Group stakeholders for the creation and management of the investments in SAP IM

*April 2018 – April 2021*

### **Business Controller at Ferrero – Belgium, The Netherlands and Luxembourg**

Main KPIs achieved:

P&L objectives: Top line +3% growth and Bottom line +1,5% growth VS target Fiscal Year.

Work undertaken:

- ✓ Gross to net optimization and Net revenue management.
- ✓ Provide to the management the recommendation on the price list maneuver (pricing strategy).
- ✓ Support of the sales team for the preparation of the negotiations with clients and with customer profitability and trade margin analysis.
- ✓ Support of the marketing team in providing analysis on the marginality for the existing and new product.
- ✓ SKU analysis: support route to market and product portfolio optimization.
- ✓ Budgeting, planning and forecasting processes: provide assistance and direction to the internal stakeholders on the definition of the Top-line during budget and forecast process, analyze the gross to net and present the overall performance to the management
- ✓ Month-end closure of the Top-line: control of the correct application of the expected rebates on the invoices, calculate and analyse the main effects (price, product and client mix), understand the performance and the trend of the Top-line per country/client/brand, prepare the managerial reporting and share the conclusion with the management.

*April 2015 – April 2018*

### **Industrial Controller at Ferrero - France**

Main KPIs achieved:

Increase of +1% efficiency of the lines. Implementation of a process to monitor the capex expenditure.

Work undertaken:

- ✓ Responsible of the Investment policy: analyse and control plant and Supply Chain investments.
- ✓ Periodical control of the OVH costs of the plant.
- ✓ Budgeting, planning and forecasting processes: provide assistance and direction to the plant Board Direction where needed in preparation and review of their forecasts, participate in the annual and multi-year budget planning and estimation (P&L).
- ✓ Month-end closure: verify the correctness of the costs of the month, prepare the manual posting, calculate and analyse the monthly variances (quantity and efficiency of the production lines) and the plant performance, prepare internal and Group's reports, communicate and present monthly results to the plant Board Direction.

*April 2014 – April 2015*

#### **Group Corporate Reporting Financial Analyst – Group, Italy**

Main KPIs achieved:

Ensuring business continuity and data consistency of Group consolidated sales reports

Work undertaken:

- ✓ Consolidation of Group's weekly sales: coordinate the upload from all countries in the Group, analyse data and compile comments for the Group Controller and CFO
- ✓ Consolidation of Group's planning, budgeting and forecasting processes
- ✓ Preparation of Company results presentations
- ✓ Administrator of the Group's consolidation system: Oracle Hyperion Management System (HFM)
- ✓ Analyse and compile Group's reports on the Company's SKU

#### EDUCATION

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*September 2012 – January 2014*

**Master of Science (MSc) in Accounting, Control and Finance** at University of Lausanne (HEC), **Switzerland**  
(ranked 1st in Eduniversal ranking 2013/2014)

*September 2009 – August 2012*

**Bachelor of Economics, Major of Economics** at University of Lugano, (USI), **Switzerland**

#### SPORT COMPETITION CAREER

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- ✓ **Sport competition career:**  
2009 – 2015 Owner of the Swiss record for 50 meters freestyle  
Competition swimmer from 1998 to 2011  
Member of Swiss Swimming national team from 2003 to 2010

#### LANGUAGE SKILLS

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**ITALIAN:** Mother tongues written / oral

**FRENCH:** Bilingual written/oral

**ENGLISH:** Fluent written / oral

#### IT SKILLS

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Excellent knowledge of **Office suite** (Word, Excel, Power Point); Proficient use of **SAP**; Excellent knowledge of Internet and emailing; Excellent knowledge of **Oracle Hyperion Financial Management**; Good knowledge of **Business intelligence (BW)**; Excellent Knowledge of **SAP Trade Management Solutions**.

References are available on request.