

Jacobo García Gálvez

Chief Financial Officer (CFO) & Corporate Administrative Director | Regional Financial Management | Integrated Budgetary Control | OPEX & CAPEX Optimization | Corporate Governance | Multilatin (LATAM) Strategy | Process Digital Transformation | Tax & Legal Compliance (NIF) | Distribution Center Operational Efficiency | Financial Risk Management | Cost & Expense Reduction | Profitability & EBITDA Margin | Performance Indicators (KPIs)



Executive Summary.

Senior Executive Director of Administration, Finance, and Corporate Operations with a proven track record leading institutionalization, asset control, corporate governance, and profitability for multinational organizations and major national corporations across industrial and logistics sectors. An IPADE MBA graduate and strategist, I specialize in back-office digital transformation, strategic planning, and supply chain optimization, integrating rigorous tax and accounting discipline with the leadership of cross-functional teams across Latin America. Recognized for assertive leadership in reducing operating expenses and costs, managing financial risks, and maximizing EBITDA margins in complex cross-border environments.

GRUPO SÁNCHEZ | **Corporate Administrative Director.** April 2022 – Present.

Assumed comprehensive leadership and control of the corporate back-office, with the mission to operationally unify key functions including Human Resources, Credit & Collections, Pricing, Legal, Treasury, and Controllershship at the regional level. From the outset of my tenure, exercised direct leadership over organizational structures across Mexico, El Salvador, Colombia, Guatemala, Costa Rica, Peru, and Ecuador, successfully designing and implementing an Integrated Budgetary Control model that generated a **14% reduction** in company OPEX.

- Restructured regional credit policies for Central and South American markets, drastically reducing days of overdue receivables by **20%** and unlocking **\$8.5 million USD** in operating cash flow for the group.
- Consolidated a Tax and Legal Compliance strategy under international standards, successfully mitigating cross-border regulatory risks across subsidiaries.
- Led digital transformation of Human Resources processes, implementing a centralized system that stabilized operations and optimized retention of strategic operational personnel across the region, achieving a **45% reduction** in key staff turnover across LATAM.

ROSHFRANS 2009 – 2022 | **Holding the following positions:**

Director of Administration and Finance 2013 – 2022.

Promoted to the highest financial and administrative leadership position, with responsibility for orchestrating Credit & Collections, Customer Service, Procurement, General Services, Fleet Management, IT, and Complex Project Administration for the company.

- Oversaw the complete operation of the national network of logistics branches and mini-distribution centers, encompassing distribution, inventory management, and Real Estate strategy through the selection, negotiation, and setup of industrial properties.

Education,
Professional
Development & Core
Competencies.

Academic Background.

Master's in Business
Administration
(MBA) | IPADE
Business School,
1998 – 2000.

Bachelor's in
Business
Administration |
UNAM, 1992 – 1996.

Executive Education & Professional Development.

Artificial Intelligence:
Strategies and
Business
Applications | UC
Berkeley / Emeritus.

Complex Project
Management |
University of
Cambridge /
Emeritus.

Executive Continuity
& Update Program |
IPADE Business
School.

- Guided by a Management by Objectives methodology and financial analysis, institutionalized asset control processes, safeguarding against inventory shrinkage and increasing overall profitability and EBITDA margin across all branches by **18%**.
- As part of infrastructure expansion, led on-the-ground planning and commissioning of new national distribution centers, successfully delivering all **8 projects** on schedule and achieving a definitive **22% savings** versus originally budgeted CAPEX.
- Implemented a procurement reengineering initiative through master framework agreements, reducing general services and IT costs recurrently, generating **4 million MXN** in annual efficiencies.
- Successfully chaired the risk management committee during the global supply chain crisis, fully safeguarding business continuity.

National Manager of Administration and Branch Operations 2009 – 2013.

Took on the challenge of tactically and operationally coordinating the company's national network of mini-distribution centers, directly supervising inventory, billing, local logistics, and field personnel administration.

In this role, focused efforts on standardizing key control and commercial service processes, ensuring correct operational alignment of branches with central corporate strategy. Established the analytical internal control foundations that drove subsequent growth within the organization.

LOGYX | Deputy Director of Administration. 2007 – 2009.

IUSACELL | Senior Regional Administration Manager. 2004 – 2007.

DOFRAL CARABELA | Junior Manager of Administration and Finance. 2000 – 2004.

Certifications & Specialized Training.

Diploma in Financial Information Standards (NIF) | Mexican Institute of Public Accountants.

Diploma in Human Resources | IDESAA

Advanced Tax Planning | ITAM Mexico.

Supply Chain Management | William Davidson Institute.

Results-Driven Leadership (Reddin Methodology) | Reddin Consultants.

Relational Intelligence for Leaders | Type Factor.

Languages.

Spanish: Native.
English: Advanced Business / Corporate Proficiency.