

## Mario Gay

Dubai mobile:

email:



Executive with twenty years of experience gained in mature and emerging markets, with deep knowledge of finance, operations and sales and known for driving in first person re-organization and transformation, by optimizing operations, financial returns, revenues growth and overall quality of the organization.

MBA SDA Bocconi – Milan Italy (Wharton business school - exchange program)

Degree in Economics and Management University of Turin - Italy

### PROFESSIONAL EXPERIENCES:

**2016 at present, VERITAS Technologies**

**Dubai – UAE**

**Channel Director EMEA EMERGING Markets**

Responsible for the indirect sales, channel development, distribution re-organization across 20 countries. Management of a Team of 30 people and total revenues of \$200M

### PROFESSIONAL EXPERIENCES:

**2010 – 2016. Midis Group - Mindware**

**Dubai – UAE**

**General Manager of Mindware.**

**Leader in distribution of IT products across Middle East and Africa <http://www.mindware.ae>;**

Management of a team of 160 people across the MEA Region with 7 legal entities operating in UAE, KSA, QATAR, KUWAIT, LEBANON, KENYA, MOROCCO. In charge of yearly Revenue in excess of \$350m with the full responsibility of the P&L/BS of the company. Organization divided in 3 business units and composed of a portfolio of 25 products lines representing the top IT Vendor in the world.

Successfully ran Mindware operations during the financial crisis of Dubai while maintaining stable revenues/profit; scaled revenues, in course the following years, with a growth rate in excess of two digits on annual basis. (From \$183M to \$350M in 5 years)

Re-organization of the sales team in function of skills and performance, resulting in a creation of efficient company culture, which led to an increase of net profit for shareholders.

In charge of corporate development and acquisition strategy since 2008 for MIDIS Group; areas of interest: software, telecom, system integration and distribution.

**2007 - 2009 Midis Group - Mindware**

**Dubai - UAE**

**Chief Financial and Operation Officer**

Re-organization of the finance/credit departments of the company and all back office operations. Responsibility for the budgeting, accounting, cash flow forecast, control, export compliance, statutory requirements and consolidation of the PL/BS of 5 legal entities across the region. Optimization of the working capital, which resulted a zero debt structure. Implementation of new cross border ERP systems inclusive of BPM (Business process Management). Streamlined the back-office operations with implementation of EDI in order to accelerate all vendors' transactions. Re-organization of sales force around a new CRM system.

**2005 - 2007 INTEL CAPITAL**

**London - England**

**Investment Manager - Venture Capital and M&A investments activity across EMEA**

Deal structuring and negotiation experience: leading the entire deal process, from sourcing and due diligence to deal closing; including equity structuring, term sheet and legal document negotiations.

Evaluation/Selection of the strategic impact and financial return of investments in different technology areas: focus on Mobility, Digital Home and Digital Health. Closing three deals with WIMAX Telco operators. Average

deal size €40M located in Germany, England, and Benelux. Followed the exit of one our UK portfolio companies with an outstanding IRR.

**2002 - 2005 INTEL CORPORATION UK Ltd Swindon - England**

***EMEA Credit and Financial Service Director***

Management of an international team of 20 people based in UK, Germany, France and Russia. Three “regional managers”, seven “senior financial analysts” and ten “collection specialists”. Evaluation and allocation of a portfolio of \$500M credit lines. Supported a total annual turnover > \$8B. Responsible for worldwide contract negotiation and business relation with our primary insurance companies.

International “task force” leader for the support and the financial development of our customers in the emerging markets which resulted in over 100% of revenue growth in Middle East and in Russia in 3 years.

**2000 - 2002 INTEL CORPORATION Sarl Paris - France**

***Western Southern Europe Regional Treasury Manager  
Credit / Cash Management***

Management of a team of four people *and a customer’s* AR portfolio for a total value of \$1.7B. Geo coverage Western Europe and Middle East.

Project manager for the creation and implementation of the internal systems of record, at worldwide level, of consolidated AR portfolio. (Consolidations of all customers’ credit lines and financials in a unique DB with the calculation of the “Value at Risk and Net Exposure” in each GEO; standardization of financials analysis and credit recommendations)

**1998 - 2000 INTEL CORPORATION GmbH Munich – Germany**

***Finance and Administration Manager - Italy & Mediterranean Middle East & Africa***

Management of a team of two people with the responsibility for financial control of Sales and Marketing operations in the Southern European region.

Activity of budget and planning, internal and external reporting cost evaluations and decision support for the legal entities in Greece, Italy, Turkey, RSA, UAE.

**1997 - 1998 INTEL CORPORATION S.p.A. Milan - Italy**

***Senior Financial Analyst –Finance and Administration Controller***

Revenues & Cost controlling for the local sales offices of: Italy, Greece Turkey and South Africa.

**1997 UNITED GARANTI BANK N.V. Milan - Italy**

***Assistant Vice President. Corporate Banking***

Business development/support for Italian companies interested in investing in Turkey.

**1993 - 1995 QUALITY SYSTEM S.r.l Turin - Italy**

***Consulting company - junior business analyst***

European Union project for the assessment of the investment in Italy. Analysis of the primary indicators of investment efficiency, productivity and cost across multiple vertical markets.

**STUDIES**

2016	INSEAD Advance Sales Management	Paris
2010	LBS – Private Equity intensive program	London
2006	NABISC – Venture Capital Intensive Program	Atlanta
1995/'96	MBA SDA BOCCONI	Milan (Italy)
	Exchange program at: WHARTON BUSINESS School	Philadelphia
1993	DEGREE in ECONOMICS	Turin (Italy)

#### OTHERS INFO:

- Fluent in English and French. Italian mother tongue.
- 2014 Awarded "Executive of the year" from Channel Middle-East Magazine
- 2006 Intel Finance Achievement Award : Highest Intel recognition to an Individual
- 1994 Military Service in the Italian Alpine troops.
- Board Member of the Dubai Rotary international.

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