

KONSTANTINOS DOROTHEOU

GROUP HEAD FINANCE TRANSFORMATION | M&A | GOVERNED AI

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PROFESSIONAL SUMMARY

ACA-qualified finance transformation leader working directly with group executives across 185 legal entities and around 160 operating companies. Advises the Group CEO and owner on live M&A — building the valuation, quality-of-earnings and risk analysis behind multiple concurrent transactions, through to acquisition recommendation and integration planning. Builds controlled reporting, ERP and finance-data systems that have released more than 1,400 measured hours a year, with an estimated 450 more identified. Combines IFRS depth and transaction judgement with governed AI. Owns the group's consolidated, multi-currency management-reporting infrastructure end to end — from ERP data architecture to board pack.

PROFESSIONAL EXPERIENCE

Fameline Management & Services Ltd

Jan 2025 – Present

Head of Group Finance Transformation — working directly with the Group CFO and CEO

Limassol, Cyprus

Scope: 185 legal entities • ~160 operating companies • multi-currency consolidation of actuals, budgets and forecasts

- Advised the Group CEO on concurrent M&A transactions, producing valuation, quality-of-earnings and risk analysis as auditable board packs. One engagement led to an acquisition recommendation and integration plan.
- Released roughly 1,400 hours of annual finance capacity, valued at EUR 50k–60k, by building a Budget vs Actual suite that cut preparation time per entity by 85%.
- Reduced management-reporting production by 60%, from 40 hours to 16, and cut delivery lead time from 35 days to 6 through parameter-driven Power Query templates.
- Pioneered the group's first finance-led Dynamics 365 Business Central integration outside IT, established operating-company best practice and led the master-data reconciliation that gated CRM go-live.
- Architected a financial intelligence model across actuals, budgets, forecasts, entities and currencies, including multi-currency trial-balance consolidation; standardised finance data and delivered modular, consolidated C-suite budget roll-ups across multiple entities and input methods.
- Transformed paper-based purchasing into an invoice-to-Business-Central pipeline that classifies invoices, validates inventory, resolves exceptions and stages ERP posting behind a sign-off gate.
- Reconciled a documented pilot of 234 invoices and 3,472 line items (EUR 482k, 99.1% reconciliation, 48 regression tests), then scaled to 391 invoices and 4,119 lines (EUR 827k reconciled, 100% conservation) behind 26 safety checks, positioned to eliminate several hundred hours of annual handling.
- Accelerated ERP remediation from months to weeks by restructuring a 909-item, 1,447-line assembly price list, resolving costing and dimensions, and producing a seven-part operating manual and warehouse procedures.
- Modelled financing, working-capital, invoicing and logistics scenarios for a proposed supply operation across 335 vessels; the approved recommendation and subsequent pricing review moved margins from below target to above target.

Avanade BV

Jun 2021 – Dec 2024

Deal Shaping and Pricing Analyst

Utrecht, Netherlands

- Shaped financial models, pricing strategy and profitability across multimillion-dollar commercial transactions in the core global deal team, reporting directly to the Group CFO.
- Led the financial architecture for the firm's largest European deal in 15 years (retail sector), building an integrated workbook that kept internal costs and external outputs reconciled across an 11-month engagement — commended by the client lead and CFO.
- Drove adoption and governance of new costing and pricing models across Sales, Finance, Tax, Legal and CFM Controllership teams, improving consistency, accuracy and efficiency across regions.

PwC Cyprus

Mar 2020 – Apr 2021

Senior Associate — Assurance & Digital Transformation

Limassol, Cyprus

- Trained 11 teams and more than 60 colleagues in analytics after promotion to Digital Accelerator; active member of the PwC Innovators innovation programme.
- Delivered four internally awarded projects that improved audit efficiency and client satisfaction.
- Led virtual audit delivery, fraud-risk discussions and IFRS, PCAOB and JSOX deliverables during the COVID-19 transition.
- Earned client commendations from the Remedica Ltd CFO and NEST Insurance for technology-enabled audits with zero post-issuance adjustments.

PwC UK

Aug 2015 – Dec 2019

Senior Associate — Audit & Technology Enablement

Milton Keynes / London, UK

- Improved audit efficiency by 20% through journal analytics, optimised PCAOB documentation and stronger Excel control practices.
- Improved inventory testing performance by 30% for an aerospace engineering client.
- Led fraud-risk discussions and audit delivery for PCAOB and JSOX clients across Europe and the US.
- Supported the launch of a blockchain initiative and trained colleagues as an audit-transformation champion.

SKILLS

AI & Automation: Governed AI workflows, structured prompt design, model-assisted financial analysis, Python, Power Automate

Data & BI: Power Query (M), Power BI, Power Pivot, DAX, SQL, ETL/ELT, pandas, Pydantic, Tableau, Alteryx

ERP & Systems: Dynamics 365 Business Central, Navision, OData, master data, integrations, Excel

Finance: IFRS / UK GAAP, group consolidation (management), IAS 21 multi-currency translation, M&A due diligence, valuation, quality of earnings, management reporting, budgeting, forecasting, audit readiness

Leadership: Executive decision support, multi-entity governance, cross-functional delivery, training, SOPs and runbooks

SELECTED DELIVERY EVIDENCE

- Cross-ERP entity control: Protected group reporting integrity by cross-matching entity masters between ERPs — verified matches nearly doubled (62 to 117 of 144) with zero false automatic accepts across 2,426 re-scored pairs.
- Multi-ERP reporting: One metadata-driven engine now serves 128 live companies across three ERP API generations — new companies onboard without per-entity rework.
- Supplier pricing: Gave procurement a defensible negotiation baseline by independently verifying 1,847 price points across 125 purchase orders (124 reconciled, 98.2–98.3% agreement).
- Board reporting: Every board-pack figure traceable to source — controlled offline pipeline with source-freshness checks, 71 of 71 pipeline tests and 15 of 15 business gates passing.

EDUCATION & LANGUAGES

ACA (15/15, fully qualified) — ICAEW, London

Jan 2016 – Dec 2019

BA Accounting and Business (PwC-sponsored) — University of Reading, High 2:1

Sep 2014 – Jul 2018

Languages: Greek (native), English (full professional proficiency)

LEADERSHIP & VOLUNTEER EXPERIENCE

Cypriot National Guard

Jul 2012 – Jul 2014

1st Staff Sergeant

Kornos, Cyprus

- Managed 40 personnel on rotational task assignments; recognised by Army Generals for strategic performance.
- Implemented a computer network within the base, converting hard-copy records to digital systems across command centres.
- Led a team investigating cross-border security threats using open-source intelligence.

Tech-à-tette (NPO) & Super Effective Writing (NPO)

2013 – 2022

Chief Financial Officer

Limassol, Cyprus & London, UK

- Managed financial operations and investor and grant-provider relationships; coordinated developers and suppliers across two non-profit organisations.