

# WARREN GONSALVES, CPA, MSc

Toronto, Ontario

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## HIGHLIGHTS

- **Seven Years Progressive FP&A Experience – Business Partnering, Budgeting, Forecasting**
- **Chartered Professional Accountant (CPA Canada)**
- **Master of Science in Management Practice, Marketing (MScMP), York University October 2022**
- **Graduate Diploma in Professional Accounting (GDIP), York University April 2019**
- **Honors Bachelor of Commerce (BCOMM), Accounting, York University Dec 2018**
- **Leadership experience mentoring and guiding three analysts through cross-functional collaboration and analytical excellence, without formal reporting authority**
- **Systems: SAP, Oracle, WEBI, Advanced User Excel, PowerBI**

## WORK EXPERIENCE

Senior Analyst, FPA (4.5 years) May 2021 – Current  
**Breakthru Beverage Canada**, Toronto, ON – Exclusive Broker for Diageo Spirits, Canadian Division

- Awarded Leadership Values Award at 2023 National Conference for consistently challenging the status quo to ensure delivery of superior business results and partnered with key stakeholders to transform reports
- Mentored and developed FP&A Analyst, guiding forecasting, budgeting, and reporting deliverables for a new Business Division; provided training on SAP, Oracle, and FP&A best practices
- Developed and implemented entire FP&A process, establishing new reporting and identifying process efficiencies
- Created Regional Reporting Packages for Senior Leaders to analyze performance vs budget (revenue, commission, opex). Leads monthly strategic sessions to show key performance trends and insights
- Led four annual budget plans for two entities building out revenue, commission and operating expense plans using last year actuals and input from stakeholders. Completed multiple forecasts, submitted to US Team
- Built Automated T&E, Gas, Telephone, Product Allowance Expense Trackers to assess performance of sales team
- Built Automated Commission Trackers to drill down to supplier and regional level
- Reconciles \$20M Advertising and Promotion Annual Budget for Diageo & Apex portfolio monthly allowing commercial team to manage programs and spend against full year budgets
- Works with Operations and National Pricing Manager to assess profitability at regional and SKU level, identify low margin products, visualizing margin trend, and initiating cost recovery adjustments from suppliers
- Completed numerous ad hoc requests demonstrating real business value, cost savings and revenue growth
- Multiple ‘exceeds expectations’ performance reviews and receives positive feedback from senior leadership
- Refreshes headcount and revenue metrics by region vs budget for regional VPs
- Builds sales reporting in WEBI (Business Intelligence Tools) reporting volume and profitability by territory manager vs prior year results. Reports are refreshed with new data and sent automatically to stakeholders
- Assumed Business Analytics responsibilities during a team member’s medical leave; optimized and reduced time spent on monthly refreshes for 3 depletion and 2 distribution reports, improving data delivery to key suppliers

Analyst, FPA (1 year) May 2020 – May 2021  
**Titanium Transportation Group Inc**, Caledon, ON – North American Transportation, Asset-Based, Logistics Brokerage

- Supported CFO with monthly reporting packages for all divisions (\$350M annual revenue)
- Created profitability model to evaluate customer profitability and support business cases for asset acquisitions
- Worked with IS to develop PowerBI Dashboards, tracking 15+ A/R key metrics to measure collector performance
- Provided variance commentary to CFO on R&M expenses, analyzing PO’s and vendors by categorical spend
- Streamlined FPA Month-End through creation of procedures and checklist

Financial Intern (16 months) May 2017 – Sept 2018  
**Sanofi Pasteur**, Toronto, ON – Vaccine Manufacturing, Research, Development – Canada

- Completed month-end by recording accruals, updating P&L, and settlement of costs (50M annual budget)
- Utilized SAP (leveraged 30 transaction codes in FI/CO module), Excel and Business Warehouse
- Joined “Big Opportunity” volunteer committee encouraging best practices and innovations on site

## Leadership Experience

**Director (Volunteer), TSCC 1441 Condo Board of Directors, Toronto, ON** March 2025 - Current

- Provides strategic input and financial oversight of 30 ‘tasks’ to date including bid analysis, repairs, asset closures, liability waivers, leaks and renovation repairs ensuring fiscal responsibility and continuity of building operations