

Diego Daniel Moro

Strategic Finance / FP&A | Operating Models, SaaS Metrics, BI

Remote Americas | US Hours | Contractor/EOR available | No visa sponsorship needed

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Strategic finance operator connecting revenue, cash, headcount, unit economics, and BI into **decision-grade models and executive reporting**. Strong fit for SaaS, fintech, AI, marketplace, and product-led startups that need finance closer to operating data.

CORE COMPETENCIES

Strategic Finance | FP&A | ARR/MRR | Churn | LTV/CAC | Payback | Revenue Forecasting | Headcount Planning | Scenario Modeling | Board Reporting | SQL | BigQuery | Looker | Metabase | Python | Automation | AI Workflows

PROFESSIONAL EXPERIENCE

HEAD OF FINANCE / FINANCE LEAD

Digital Infrastructure Inc. (DIMO) | Remote - US-based company - Mar 2022 - Present

US-based Seed-Series A startup across SaaS, hardware, subscriptions, logistics, digital assets, and international operations; peak headcount 60.

- **Built driver-based FP&A models** covering ARR/MRR, churn, LTV/CAC, payback, headcount, inventory, infra cost, runway, and cash planning.
- **Shifted leadership cadence from static monthly reporting to weekly decisions** around burn, runway, cash, hiring pace, vendor spend, product economics, and operating constraints.
- **Built BigQuery/Fivetran/Looker/Metabase reporting infrastructure** connecting finance, subscriptions, product, logistics, inventory, marketing, and operational data.
- **Created executive dashboards** for runway, liquidity, subscriptions, churn, funnels, unit economics, inventory, logistics, and financial performance.
- **Supported ~\$19M fundraising and investor reporting** with forecasts, operating plans, financial statements, KPI packs, diligence materials, and data-room support.
- **Reduced operating burn ~30%** by combining vendor rationalization, infra/SaaS cost reviews, product-usage economics, and automation-led workflow improvements.
- **Analyzed product and subscription economics** including conversion, churn, retention, payment-method requirements, free-trial policy, and non-converting usage cost.
- **Supported annual operating burn reaching ~\$9.5M** with scenario models linking cash runway, headcount, vendor commitments, inventory, and revenue plans.

IMPACT SNAPSHOT

- **Best fit:** Strategic Finance, FP&A, Finance & Strategy, GTM/product finance, or first finance-data operator roles.
- **Differentiator:** more technical than typical FP&A candidates and more finance-literate than typical BI/data operators.
- **Finance scale:** ~\$19M fundraising support; ~\$9.5M peak annual operating burn; ~\$8.7M cash / ~\$9.7M assets; ~\$12.5M annual AP/payment activity.
- **Operating complexity:** multi-entity, US/Canada/EU tax, hardware, subscriptions, logistics, payroll, digital assets, treasury, and finance-data systems.
- **Leadership model:** accountable owner for lean finance functions, external providers, controller/accounting support, executives, and cross-functional operating teams.

EARLIER EXPERIENCE

FP&A MANAGER

HumanCentric | Remote - US-based company - Full-time, Aug 2021 - Mar 2022

Consumer products company with complex inventory, e-commerce, cash-flow, and multi-channel operations.

- **Built first usable 12-month cash-flow forecast** with actual-vs-estimate tracking for cash, inventory, debt, and runway visibility.
- **Rebuilt broken FP&A and inventory planning processes** with advanced Excel/VBA models for demand planning, purchasing, cash forecasting, and margin analysis.
- **Supported a team of 6 analysts** and partnered with CFO/Controller on reporting, planning, forecasting, and financial data integrity.
- **Led cleanup of historical financial errors dating back to 2018** across major sales and bank accounts, restoring trust in reporting.

HEAD OF OPERATIONS

ODrive Robotics | Remote - US-based company - Contract / part-time, Jun 2021 - Nov 2022

Early-stage hardware company; finance-adjacent operations, accounting workflows, logistics, inventory, and VAT support.

- **Owned finance-adjacent operations** including invoicing, journal entries, reconciliations, AR follow-up, Xero accounting, inventory, and logistics workflows.
- **Reduced logistics costs ~50%** through supplier and process optimization.
- **Automated 20k+ rate inputs with Python** to improve operational efficiency and reduce manual work.
- **Supported German VAT reporting** and cross-border operational workflows.

FINANCIAL CONTROLLER

ExxonMobil Canada | Buenos Aires - Jan 2020 - Sep 2021

Large-company finance environment under Canadian GAAP, SAP workflows, and Deloitte audit requirements.

- **Owned monthly close, reporting, reconciliations, inventory, and AR/AP workflows** under strict deadlines and audit standards.
- **Managed CAD ~\$5M monthly transactions** with 100% on-time payments.
- **Automated SAP extraction and reconciliation workflows** and uncovered \$1M+ in missed receivables.

AR/AP ANALYST

Accenture | Buenos Aires - Early career

Shared-services finance environment using SAP for invoicing, payments, dispute management, and process execution.

- **Handled invoicing, payments, SAP workflows, and dispute management** in a high-volume transaction environment.
- **Managed workflows involving ~\$20M daily payment volumes** while building transaction discipline, process rigor, and operational control habits.

ADDITIONAL RELEVANT SCOPE

- **Provider and advisor management:** coordinated external accounting firms, tax advisors, auditors, payroll providers, sales-tax/VAT providers, compliance partners, banks, and logistics vendors.
- **Audit and diligence support:** prepared schedules, reconciliations, workpapers, financial statements, investor diligence materials, and data-room support.
- **People and operating finance:** supported payroll review/funding, contractor administration, expense workflows, department budgets, workforce planning, compensation planning, and restructuring analysis.
- **Cross-border operations:** worked across US federal/multi-state tax, NYC corporate tax, Canada GST/HST/PST, EU VAT/OSS, multi-currency banking, and distributed teams.
- **Automation and AI leverage:** used SQL, Python, Apps Script, Codex, ChatGPT, and Claude to accelerate reporting, reconciliations, tax workflows, documentation, and analysis.

SYSTEMS & TOOLS

Finance/Ops: QuickBooks, Bill.com, Rho, Mercury, Wise, Stripe, Shopify, PayPal, Avalara, TaxAct, Rippling, Deel, Emburse, NetSuite, Xero, SAP

Data/AI: BigQuery, Fivetran, Looker, Metabase, SQL, Python, Apps Script, Google Cloud, GitHub, Codex, ChatGPT, Claude

Crypto/Treasury: Coinbase Prime, Gnosis Safe, Cryptio, Dune, Uniswap, Etherscan/Polygonscan, Remix, OpenZeppelin

PROOF ARTIFACTS AVAILABLE

Portfolio-ready proof memos available for first-30-days finance diagnostics, runway/burn/cash visibility, monthly close rebuilds, finance data-stack architecture, board finance packs, and crypto treasury reconciliation.

EDUCATION

Bachelor of Business Administration - Austral University (2014-2019).