

VALQUIR CORREA

Contact

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SKILLS

• Leadership & Team

Development: Proven ability to mentor, coach, and lead cross-functional teams to achieve organizational excellence and financial efficiency.

• Strategic Planning & Problem-

Solving: Expertise in developing and executing long-term financial strategies that drive revenue growth, cost savings, and process optimization across complex organizations.

• AI-Driven Automation:

Deep experience in leveraging AI technologies to automate financial processes, enhance data accuracy, and improve operational efficiency.

• Financial Management & Reporting:

Strong expertise in budgeting, forecasting, and financial reporting for large-scale, multi-brand operations, ensuring financial transparency and accountability.



SUMMARY

Dynamic and results-driven VP of Corporate Finance with over 10 years of senior leadership experience in multinational hospitality and real estate industries. Adept at driving financial transformation through strategic planning, innovation, and process automation. Proven track record of delivering over \$2.5 million in savings and revenue through cross-functional leadership and leveraging cutting-edge technologies, including ERP systems, AI-driven automation, and advanced data analytics.

A strategic thinker with a deep IT background, I excel at identifying growth opportunities, optimizing financial processes, and transforming complex challenges into profitable solutions. Known for mentoring and empowering diverse, high-performing teams, I foster a culture of accountability and continuous improvement, ensuring operations are aligned with organizational objectives. Fluent in English, Spanish, and Portuguese, with a global perspective honed from leading finance operations in the U.S., Latin America, and the Caribbean.

EXPERIENCE

VP of Corporate Finance Baha Mar Ltd. | Nassau, Bahamas

02/2022 - Present

Leading financial transformation and automation for a multibillion-dollar hospitality complex, driving strategic initiatives to modernize operations and ensure financial efficiency across multiple business units.

- **Financial Automation Leadership:** Spearheading AI-driven automation initiatives across finance operations, optimizing workflows such as credit card reconciliation, intercompany postings, and payment reconciliations. Successfully implemented over 50 automation projects, resulting in enhanced accuracy, reduced manual workload, and significant time savings.

- **ERP Systems & Business**

Intelligence: Advanced proficiency in SAP, Microsoft Dynamics, and Tableau, driving data-informed decision-making and improving financial workflows.

- **Data Analytics & Advanced**

Excel: Highly skilled in big data analysis using SQL and R programming, combined with advanced Excel knowledge, including pivot tables and complex financial modeling.

- **Contract Negotiation &**

Accounts Reconciliation:

Extensive experience negotiating contracts and overseeing accounts reconciliation, ensuring compliance and optimizing financial performance.

- **Multilingual Communication:**

Fluent in English, Spanish, and Portuguese, with strong cultural adaptability and communication skills for working in global, diverse environments.

EDUCATION

**Bachelor of Science in
Hospitality Administration
and Management**

FIAAM | Sao Paulo, Brazil

Graduated: December 2022

- **Strategic Ownership & Condo Hotel Operations:**

Overseeing financial management for ownership relations, including fair distribution of rental income, budget oversight, and preparation of annual financial statements for the Condo Hotel operations.

- **Team Leadership & Development:**

Managing a diverse team, including an Automation Specialist, Assistant Directors of Data Integrity, and Operations. Cultivating a high-performance culture by mentoring and developing talent, empowering the team to leverage technology and data-driven insights for decision-making.

- **Financial Reporting & Compliance:**

Ensuring full compliance and financial accuracy in multi-brand consolidation (Hyatt, SLS, Rosewood, and Melia), including the seamless reclassification of inter-brand transactions. Led initiatives that enhanced cross-posting reconciliation preventing revenue leakage and ensuring transaction transparency.

- **Cost Optimization & Revenue Growth:**

Drove process efficiencies through automated reconciliation schedules and detailed productivity reports, resulting in cost savings and improved operational accountability. Key initiatives have generated savings exceeding \$1 million annually.

- **Future-Proofing Financial Operations:**

Developing a long-term strategy to fully automate finance tasks, leveraging AI and internal coding solutions to ensure the department is prepared for the future of finance.

Director of Finance

Baha Mar Ltd. | Nassau, Bahamas

03/2018 – 02/2022

Directed the corporate finance administration for a \$4.2 billion hospitality complex, overseeing finance operations across four hotels and multiple business units. Pioneered financial strategies that optimized cost controls, streamlined processes, and enhanced profitability.

- **Corporate Finance & Shared Services**

Leadership: Led the finance team responsible for accounts payable, accounts receivable, income audit, general accounting, and cost control. Managed a team of 15 across multiple departments, ensuring financial accuracy and operational excellence.

- **Multi-Brand Financial Consolidation:**

Orchestrated the consolidation of financial operations for four distinct hotel brands (Hyatt, SLS, Rosewood, and Melia), as well as various business units including

CERTIFICATIONS

11/2022

Google DATA Analytics Certificate

[Issued by Coursera](#)

09/2022

Certified ScrumMaster® (CSM®)

[Issued by Scrum Alliance, Inc.](#)

AWARDS

Plaque from Marquis Who's Who in America 2023-2024

Recognized as a subject of biographical record, inclusion is limited to individuals who demonstrate outstanding achievement, professional integrity, and contribute meaningfully to society.

LANGUAGES SPOKEN

Fluent in English, Spanish and Portuguese

- F&B, spa, retail, and aviation. Delivered seamless financial integration, enabling clearer financial oversight and reporting across the complex.
- **Strategic Cost Management:** Implemented aggressive cost control strategies, resulting in a 5% reduction in operational expenses across the complex. Optimized budgeting processes and streamlined expense tracking, contributing to improved financial efficiency and accountability.
- **Process Automation & Efficiency:** Championed the use of AI-driven automation tools to enhance operational efficiency, including automated reconciliation processes and reporting systems. These initiatives helped reduce manual workload and improved overall data accuracy, saving hundreds of hours of labor.
- **Team Leadership & Mentorship:** Developed and empowered a high-performing finance team through structured training and mentoring, fostering a collaborative environment focused on continuous improvement and innovation.
- **Stakeholder Collaboration:** Engaged with key stakeholders, including brand leadership and ownership groups, to ensure financial targets were met and that operations aligned with broader business goals. Played a critical role in developing financial strategies for capital projects and ongoing operational improvements.

Cluster Financial Controller Melia Hotels International | Celebration, FL

08/2015 - 03/2018

Led financial operations for a cluster of hotels within Melia Hotels International, responsible for financial strategy, budgeting, forecasting, and operational finance. Streamlined financial processes across multiple properties to maximize profitability and operational efficiency.

- **Cluster Financial Oversight:** Managed budgeting, forecasting, month-end closing, and financial reporting for multiple hotel properties, ensuring alignment with corporate financial goals. Delivered financial insights that supported operational decisions across the cluster.
- **Strategic Budgeting & Forecasting:** Led the preparation of annual budgets and ongoing financial forecasts, leveraging advanced data analytics to

QUOTES THAT DRIVE MY PASSION

"It's the possibility of having a dream come true that makes life interesting." By Paulo Coelho.

"Negotiation is not an act of battle; it's a process of discovery." By Chris Voss.

"Not finance. Not strategy. Not technology. It is teamwork that remains the ultimate competitive advantage, both because it is so powerful and so rare." By Patrick Lencioni.

ensure accurate projections and timely reporting. Improved forecast accuracy by 10%, driving better alignment between financial planning and operational needs.

- **Shared Services & Process Consolidation:** Spearheaded the consolidation of financial services for the Orlando and Miami properties, reducing redundancy and creating a unified financial framework. This project, branded as "Impact," resulted in a cost savings of \$318k in the first year, with cumulative savings of \$1.3 million over subsequent years.
- **Cost Control & Profitability Analysis:** Developed and implemented cost control measures that optimized operational expenses, contributing to an 8% reduction in overall costs. Conducted detailed profitability studies to identify and enhance revenue-generating opportunities across the properties.
- **Automation & Reporting Enhancements:** Collaborated with AI and automation experts to implement reporting tools, providing real-time insights into key financial metrics like revenue, credit balances, and late checkouts. This enhanced decision-making processes and increased transparency for hotel management.
- **Condominium Financial Management:** Managed financial operations for condominium rental programs, including the preparation of annual budgets and quarterly HOA assessments. Ensured accurate financial reporting and compliance with rental program standards, supporting long-term financial sustainability.

Financial Controller

Melia Hotels International - Hotel ME Cabo | Cabo San Lucas, México

06/2012 - 08/2015

Led financial operations for the luxury lifestyle hotel ME Cabo, focusing on financial planning, profitability, and operational cost management. Played a key role in optimizing financial processes and recovering from major disruptions while driving both revenue growth and cost reductions.

- **Strategic Financial Leadership:** Directed all financial operations, including budgeting, weekly forecasting, month-end closing, and profitability analysis. Provided financial guidance to management to ensure alignment with overall business strategies,

resulting in a consistent outperformance of budgeted targets.

- **Disaster Recovery & Insurance Claim Success:** Following Hurricane Odile in 2014, led the successful recovery of \$8 million from insurance claims by preparing detailed financial reports and supporting documentation, allowing for hotel renovations and operational continuity.
- **Revenue Growth Initiatives:** Led a series of revenue-boosting initiatives that resulted in a \$800k increase in Gross Operating Profit (GOP) compared to budget. This was achieved through creative team brainstorming sessions, which led to over 100 implementable ideas that optimized both operations and guest satisfaction.
- **Cost Reduction & F&B Optimization:** Reduced F&B costs from 22.75% to 19.94% (50k in annual savings) by negotiating better supplier terms and re-engineering the menu to eliminate slow-moving items. Implemented mandatory bi-monthly reviews to monitor and control costs effectively.
- **Discount Control Program:** Implemented a comprehensive discount control program, reducing the average discount rate from 20% to 12%, generating an additional \$120k in F&B revenue annually.
- **Innovative Guest Experience & Revenue Strategies:** Increased cabin rental revenues by \$250k through partnerships with luxury hotel concierges and implemented a "365 days with DJ" program, enhancing the guest experience and increasing average checks by 4%, resulting in \$405k additional revenue annually.
- **Operational Efficiency & Staff Empowerment:** Fostered a collaborative environment by involving all staff members in cost-saving initiatives, resulting in a more engaged workforce and measurable improvements in productivity and cost controls. Successfully implemented the "5S" system in the General Warehouse to improve inventory management and operational efficiency.

Information Systems Coordinator

Melia Hotels International | Sao Paulo, Brazil

05/2006 - 06/2012

As the Information Systems Coordinator, I was responsible for managing and implementing key technological projects across multiple hotel properties in South America. My role primarily focused on the coordination of system integrations and the rollout of SAP accounting systems, ensuring that the financial operations of newly opened hotels aligned with corporate standards.

I successfully led the implementation of SAP Accounts Receivable (AR) modules in several hotels, including properties in Chile, Peru, Venezuela, and Argentina, training local teams to ensure a smooth transition. Additionally, I served as the primary point of contact for SAP AR, MM, and FICO modules in the Americas, offering support and troubleshooting services across various hotels.

One of the key highlights of my tenure was overseeing the successful closure of business units in Brazil, a process that required careful follow-up with government agencies until final certifications were received. Through my role, I developed a deep expertise in both system management and process automation, further solidifying my understanding of how technology can be leveraged to enhance financial operations.

Accounting Manager

Melia Hotels International – Gran Melia Mofarrej | São Paulo, Brazil

04/2005 - 04/2006

As the Accounting Manager, I was responsible for overseeing the month-end closing process and ensuring the accuracy of financial records across various departments. My duties included managing accounts reconciliation, overseeing the accounts payable and receivable teams, and ensuring compliance with tax regulations. I played a critical role in reconciling all payroll-related accounts, including vacation accruals, bonus accruals, and tax liabilities, providing a transparent and accurate financial overview for senior management.

In this role, I streamlined the reconciliation of state and city taxes, ensuring timely and accurate tax filings, which contributed to improved regulatory compliance. My attention to detail and proactive approach in managing financial

discrepancies led to smoother operations within the finance department, and I worked closely with both the accounting and operational teams to address any financial concerns swiftly and effectively. This role honed my skills in managing complex financial operations and solidified my expertise in handling multi-faceted accounting tasks for a large hotel operation.

Income Auditor

Melia Hotels International – Gran Melia Mofarrej | São Paulo, Brazil

05/2003 - 03/2005

In my role as Income Auditor, I was tasked with ensuring the accuracy and integrity of all revenue transactions across the hotel's outlets. My primary responsibility was to reconcile revenue between the Front Office system and the Back of the House accounting systems, ensuring all financial data was correctly captured and reported. This involved preparing daily revenue reports for the executive team, detailing key metrics such as voids, discounts, cash variances, and duplicate transactions.

I oversaw a team of six cashiers working across different venues within the hotel, ensuring compliance with internal financial controls and identifying any discrepancies in cash handling. My attention to detail helped maintain the accuracy of the hotel's financial records and supported effective decision-making by management. I also played a pivotal role in identifying and rectifying revenue variances, which contributed to greater financial transparency and accountability within the hotel's financial operations.

Order Taker

Sheraton Mofarrej | São Paulo, Brazil

05/2002 - 04/2003

As an Order Taker, I was responsible for efficiently handling room service orders, ensuring accuracy and timely delivery to guests. I maintained clear communication between the kitchen and service teams to ensure that guest requests were met to the highest standard. My role required attention to detail and customer service excellence, contributing to a positive guest experience during their stay.

Waiter

Sheraton Mofarrej | São Paulo, Brazil

05/2001 - 04/2002

In my role as a waiter, I cultivated strong relationships with returning customers by maintaining a calm, composed demeanor and consistently delivering personalized service. I developed a deep understanding of my frequent guests' preferences, preparing their drinks in advance so that, upon arrival, everything was ready and awaiting their confirmation. My attention to detail extended to perfecting the "*mise en place*" for each service, anticipating guest needs based on the day of the week and their usual orders.

In the breakfast shift, I took pride in being the designated coffee maker, researching the best techniques to elevate our coffee service. This focus on quality resulted in increased coffee consumption, with customers appreciating the care I took in every cup. I honed a keen sense for reading body language, often noticing when a guest needed more coffee simply by observing subtle movements like a shoulder shift. My proactive and attentive service made each guest feel well-cared for, contributing to a memorable dining experience.