

# Anthon Manucheri

## Senior Finance & Operations Leader



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● Open to opportunities    Permanent or fractional    Remote first · EU, US/Americas, APAC    Notice period 1 month

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### SUMMARY

Finance and operations leader with 10+ years in finance, the last four in multi-entity SaaS. Brought in for the numbers and trusted with far more: forecasting, pricing, RevOps, systems and board reporting. Took TimeXtender from ~\$0.9M yearly burn to sustained positive cash flow and rebuilt its finance function after a complete team turnover. At Winningtemp, built the self-funding case that took the company from a ~\$4.3M operating loss to profit without new capital. Builds processes others can own, on a connected data stack with AI automation handling the repetitive work.

### EXPERIENCE

#### Finance Business Partner — TimeXtender A/S

Jul 2024 – Present

PE-backed data-integration SaaS · ~\$17M ARR · multi-entity, 7 currencies · fully remote, global team

- Ran all of finance alone for a month after the whole finance team left (cash, payments, payroll, close, reporting), then rebuilt the team and trained every new hire.
- Main driver taking the company from **~\$0.9M yearly burn to sustained positive cash flow** over 2025; cut average collection time from **~80 to ~31 days**.
- Built the driver-based model, budget and rolling forecast on live data (Business Central, data warehouse, HubSpot). Forecast variance **±30% → ±2%** on costs and **~±5% on revenue**; close **~15 → ~5 days**.
- Defined one IFRS 15-compliant ARR principle, correcting inherited definitions and data errors; now fully traceable and commended by auditors. Own the KPI framework, the monthly board deck and PE-owner reporting.
- Integrated two acquired companies (Iceland, Norway; ~\$4.2M ARR) into Business Central. Own the pricing model and the sales variable-compensation model.
- Set up and lead the cross-functional RevOps pod (HubSpot data quality from none to ~86%), drive the company data warehouse, and built AI automations in production (Claude agents, custom MCP, n8n) that save **40+ hours a month**.

#### Group Business Controller, Operations & Revenue — Winningtemp

May 2023 – Jul 2024

#### Operations Controller — Winningtemp

Oct 2022 – May 2023

VC-backed HR-tech SaaS · ~\$10M ARR · ~80 employees · Gothenburg

- Built the scenario-based self-funding case the board chose over a C-round: operating result from **~-\$4.3M to profit** within ~2 years, and a **~\$1.1M convertible repaid in cash**.
- Delivered **~\$540K+ annual run-rate opex savings** through a full contract and SaaS review and a new PO process; rebuilt budgeting bottom-up with 9 budget owners.
- Refocused marketing spend on ROAS and CRM data: ROAS +60%, CAC -30%+, CAC payback 24 → 18 months.
- One of the project leads on NetSuite across four countries; close ~15 → ~5 days. Project-led a Databricks data warehouse, owned SaaS KPIs and board decks, and set the approval rules behind a HubSpot-integrated quoting tool (sales cycle ~1 month shorter).

#### Group Head of Finance — 4D Gruppen

Sep 2019 – Sep 2022

Founder-led construction and property group · Gothenburg

- Top finance and operations person, reporting to the CEO and board. Grew the group from ~5 to 11 entities and ran consolidation, budgeting, cash and board reporting.
- Proposed the group's first own development and secured a **~\$10M Swedbank construction loan** in two tranches; 100% pre-sold before construction, completed and profitable.
- Led due diligence on the acquisition of an architecture firm and an off-market property purchase, and set up a new company from scratch.
- Introduced the first monthly close (~7 days) and led audits with RSM. Owned HR, legal, admin and systems (Visma → Fortnox); managed 2 staff and 2 external consultants; kept all staff through COVID.

#### Client & Finance Specialist — ManpowerGroup

May 2017 – Sep 2019

- Built a reconciliation process for 15+ enterprise clients: invoicing accuracy **~80% → 99%+**, sold as a paid service (**~\$200K/yr**), and uncovered **~\$500K** of missed invoicing (~\$250K recovered). Fully remote from Dublin from Sep 2017 while studying full-time.

**Earlier (2012 – 2017):** Team Lead / Junior Controller (Manpower Production), Interim Accountant (Greenway Logistics), and production and logistics roles, mostly via ManpowerGroup, incl. Ericsson.

### OWN COMPANIES & BOARD WORK

**Founder, AMone (AM1 AB)** · 2019 – present — advisory and fractional finance alongside employment. Clients incl. Precis Digital Group (post-acquisition payroll integration), Volvo Cars (~\$100K overpayments recovered), E.ON, ExxonMobil and the 4D Gruppen companies.

**Founder, pactkeep AB** · 2026 – present — early-stage start-up for contract control after signature (pactkeep.io), built solo: product, AI extraction pipeline, brand and go-to-market.

**Board member** — Dot Digital AB (2024 – present) · BRF Smörslottet, 88-apartment housing cooperative (2022 – 2024), built its first 50-year maintenance plan.

### EDUCATION

#### The Pareto MBA — Management & Operations

Pareto Business School · 2023

#### BA (Hons) Economics & Information Systems (joint degree)

University College Dublin · 2017 – 2019

#### Business Administration coursework (transfer track, honors)

Foothill & De Anza College, US · 2015 – 2017

LinkedIn Learning: Corporate Finance: Robust Financial Modeling · Decision Intelligence · 20 Habits of Executive Leadership

### SKILLS & TOOLS

**Finance:** driver-based modelling · rolling forecast · scenarios · cash & treasury · consolidation · IFRS 15 · board reporting · M&A due diligence & integration

**SaaS metrics:** ARR/MRR · NRR/GRR · churn · CAC payback · LTV/CAC · Rule of 40 · ACV

**Systems:** Business Central · NetSuite · Fortnox · Visma · e-conomic · Tripletex · HubSpot · Younium · Power BI · Looker · Databricks

**AI & automation:** Claude (agents, MCP, scheduled tasks) · n8n · Power Automate · Zapier / Make

**Languages:** English, Swedish (both native)