

Xavier Ibarrola

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SENIOR FINANCIAL / TECHNOLOGY / OPERATIONS EXECUTIVE

Creating Opportunity | Driving Efficiency & Effectiveness | Maximizing Revenue Growth

Goal-driven operations and finance executive with global, multicultural business acumen and extensive experience in aligning performance for success and developing business strategies to drive growth and streamline processes. Skilled in risk and crisis management and regulatory compliance. Innate leader with demonstrated ability to build project, corporate, and investor ROI. Adept at developing and leading strong teams. Extensive background in the banking industry. Multi-lingual in Spanish and English.

- CORE COMPETENCIES -

- Financial Planning / Management
- Risk Management / Governance
- Collaborative Leadership
- Aligning Technology & Business
- Policies / Procedures / Processes
- Optimizing Operations
- Strategic Planning
- Competitive Business Strategies
- Organizational Development
- Asset Management
- Leading High-Performance Teams
- Post-Merger / Acquisition Integration
- Entrepreneurship / Change Mgmt.
- Regulatory Compliance
- Maximizing Financial Performance

- PROFESSIONAL EXPERIENCE -

Montessori Kids Universe Franchisee | Houston, TX

2016-To Date

Entrepreneur, Developer and Owner of School Franchise

Purchased a well-established educational franchise and establish a new location, building it, supplying it and staffing it in less than 6 months, and currently fully operational.

- **\$250K to \$300K savings on business establishment** by establishing a supply chain management anchored in synergies and paired with compensation-based delivery milestones.
- **Surpassing revenue milestones** after launching due to an aggressive and targeted multi-pronged marketing campaign and currently running the finance and strategy side being reported on its daily operation and sales target progress.

BBVA Compass Bank | Houston, TX

2014-2016

Executive Vice President, Management and Control

US franchise of BBVA Group, with 674 branches in the US Sunbelt, 6.7 million clients, 9,000 employees, and more than \$62 billion in assets. Responsible for consolidating and standardizing operational corporate assurance and vendor risk. Manage team of 120 employees.

- **\$2 million regulatory compliance fine avoided** and productivity / maintenance of internal controls improved by building a cross-functional team in the areas of operational control, vendor risk management, and business continuity.
- **\$5 million annual capital reserve requirement from operational risk reduced** by streamlining risk identification and integrating mitigating controls.
- **Mitigated vendor risk and ensured regulatory compliance** by enacting corporate governance, operational policies, and technology solutions.
- **\$2 million in off-the-shelf products saved** by designing and using in-house vendor risk-management technology, positioning the vendor risk program at the procuring process forefront.

BBVA Compass Bank | Birmingham, AL

2012-2014

Executive Vice President & Chief Financial Officer, Technology / Operations Division

Responsible for budgeting, forecasting, planning, and guiding the internal areas through financial requirements and goals. Managed a team of 20 employees.

- **\$50 million cumulative budgetary savings realized** by enabling business areas to beat budget by collaborating with the technology and operations directors, providing granular financial condition reviews, and offering alternate improvement measures.
- **Enabled various business lines to operate more efficiently and save costs** by leading the creation of a tool to provide real-time, granular financial information that enabled directors to receive feedback and correct course.
- **Elevated collaboration and trust in reaching divisional and departmental goals** by adopting a consulting approach to finance support that leveraged accountability.
- **\$40 million to \$50 million annual gain in technology and operations budget expense goals achieved** by embracing economies-of-scale and function-consolidation approaches, expanding the overall bottom line.

Executive Vice President, Director of Efficiency | 2008-2012

Responsible for analyzing business practices and instilling the appropriate corporate governance to adhere and mirror the parent company approach to current and capital expenses.

- **\$150+ million capital expense reduction actualized** within three years by reviewing and reengineering the process and linking to a clear forecast, resulting in accurate cost / benefit impact to the area P&L.
- **Drove efficiency and governance following a merger** by working closely with the head of both organizations and communicating the importance and urgency of implementing the efficiency model and governance.
- **\$50 million to \$70 million average annual expense reduction accomplished** by using the “dynamic tension” corporate efficiency model, which gives experts responsibility for one expense line cutting through all functional areas.

BBVA Laredo National Bank - Texas State Bank - State National Bank | Laredo, TX

2006-2008

Executive Vice President, Director of Compliance

Group of 120 branches, one million clients, and \$4 billion in assets. Led a team of 100 employees to restructure the compliance division, implement upgraded applications for BSA / AML and corporate / consumer compliance.

- **\$1.5 million fines averted** by assessing the inherent risk to the newly acquired client base and effecting enhanced governance and policies and boosting reputation and control culture for regulators under the new ownership.
- **Reduced expense budget and created a cost-contained organization** that self-funded restructuring and new applications by reallocating and maximizing resources to build one of the most cost-effective and efficient areas.
- **250% increase in transaction monitoring alerts procured** by implementing upgraded applications that resulted in a 100% rise in suspicious activity reports filings.
- **Positioned the compliance function at the line of business operation center** by continuously communicating and negotiating with company leadership the benefits of the enhanced program while building a motivated internal team.
- **150% jump in alerts productivity effected and consumer product / corporate compliance reviews met** by leading the re-engineering effort, consolidating and reassigning teams / tasks, and boosting controls and oversight.

BBVA Investments | Miami, FL

2004-2006

President

Broker dealer offering investment products to international high-net-worth clients serviced by BBVA Group franchises, with \$1 billion of assets and 4,000 clients. Managed staff of 40 employees from all areas.

- **\$2 million annual sales earned** by using the broker dealer sales model and promoting products to franchises in Latin America while maintaining flat costs and supporting expanded volume with scalable systems and infrastructure.
- **Positioned the compliance function at the line of business operation center** by continuously communicating and negotiating with company leadership the benefits of the enhanced program while building a motivated internal team.
- **100% scalability with 0% rise in cost and resources realized** by designing and launching in-house applications and processes to support global trading and back-office operations.
- **50% decrease in client suitability risk fulfilled** by selling a majority ownership of an inherited broker dealer with an agreement to liberate the selling entity of future liability from the accounts not acquired.

Bancomer Securities Int'l / BBVA Investments | Houston, TX

1996-2004

Senior Vice President, Operations and Business Development

Managed all operational, trading, and business development activities of the broker dealer with a staff of 15 employees.

- **\$1.5 million surge in profitability accomplished** by bypassing a middle provider and negotiating a new clearing agreement including complex international operations and leading the clearing agent transfer project in record time.
- **\$500,000 revenue increase generated** by designing, deploying, and integrating a back-office confirmation system for treasury operations of the parent company.
- **100% of account files re-documented and digitized in two months** by leading the efforts to comply with stringent regulatory requirements, raising broker dealer files and accessibility to a level considerably higher than required.
- **50% expansion in back-office capacity produced** by leading re-engineering with operations and trading, embedding middle-office compliance and review in a streamlined workflow, and accepting input from various areas.
- **15% international margin spread accessed** by developing and deploying an automated process to book and clear transactions involving foreign securities and FX operations.

- EDUCATION & TRAINING -

Master of Business Administration, University of Houston, Bauer Graduate School of International Business

Series 7, Series 24, and Series 63 Certifications, FINRA

Value-Based Management, Creative Leadership and Management, Spain

MBA for Executives, University of Texas, McCombs Graduate School of Business

Bank Compliance and Regulatory Environment, Metavante Regulatory

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