

Brian Nounev

34 Malting Lane, Orsett, Essex, RM16 3HJ

Brian.nounev@yahoo.com

+44 7846 269980 +1 353 516 1322

Throughout my professional career, I have gained excellent analytical skills and commercial acumen. I have significant experience in both formal and advisory Restructuring projects encompassing; financial restructuring, distressed turnarounds, cash flow forecasting, working capital optimisation and insolvency experience for listed corporates, private equity portfolio companies and within the public sector. I have also undertaken detailed analysis on a range of companies to identify triggers for Restructuring opportunities.

Key attributes

- Ability to build trust with c-suite and frontline clients, operating seamlessly both strategic and operational levels.
- Skilled in identifying efficiency, process and quality improvements across a wide range of clients, formulating and executing initiatives to improve client performance in a sustainable manner.
- Ability and willingness to drive corporate research, solution development and pitching for work.
- Excellent commercial acumen – from lead generation and bid assistance to identifying engagement sell-ons.
- Outstanding interpersonal skills and passion for continuous personal and professional development.

Professional Experience

Kalo (Cayman) Limited

Nov 2020 - Current

Insolvency Senior

I am a senior insolvency administrator within Kalo, based in the Cayman Islands. I am actively involved with a variety of Voluntary and Official Liquidations, most of which have significant cross-border considerations. I assist in all aspects of the preparation of Liquidators reports and other statutory matters. I am assisting in the development of Kalo's framework for Solvent Liquidations framework and in the Kalo's business development to win more mandates in future. I am responsible for ensuring beneficial ownership compliance on all cases is filed correctly and according to regulatory guidance.

CBRE UK

Aug 2019 – Nov 2020

Portfolio Strategy Consultant

I was a consultant within the Portfolio Strategy team at CBRE and am embedded within HSBC. I was the regional lead for the MENA region in regard to the design and implementation of a new Business Partnering programme. I performed analysis to provide key performance metrics in relation to the office portfolio across all business units and functions and was the linchpin in connecting the corporate real estate function with the rest of the business. The benchmarking analysis I undertook was used help to drive the real estate strategy of the bank and directly lead to a more optimized and aligned real estate portfolio.

KPMG LLP

Sep 2017- Aug 2019

Restructuring Associate

Selected experience:

- **Project Carrock** – Administration of Monarch Aircraft Engineering Limited, turnover >£100m
 - I was personally responsible for overseeing and running the day-to-day liquidation of stock with book value in excess of \$60m. I had 2 sales executives reporting into me and oversaw a team of 10 logistics and warehouse staff.
 - I assisted in the design of the liquidation strategy and modelled various scenarios and cash flow forecasts to maximise creditor returns.
 - I regularly tracked accounts receivables balances and ensured clear communication with customers where payment dates were approaching and/or when overdue to maintain strong relationships.
 - I was responsible for the implementation of all compliance processes in relation to the liquidation, involving liaising with Lawyers and other external advisors to provide industry specific advice.
 - I was responsible for all data and analysis on the work stream, creating the MI that was shared with the creditors.
 - I led the asset-tracing process with relation to high-value stock items that could not be physically found. This involved line-by-line reviews and a forensic examination of internal company systems.
 - The outcome from the liquidation significantly exceeded the expectations of the creditors as well as external, independent valuers.
- **Project Maguire** – Cash flow forecasting review for FTSE100 company, turnover >£13.6bn
 - The project was the review of the cash flow forecast and underlying processes for the European entities of a FTSE100 media and telecommunications company.
 - I process mapped the cash flow forecasting process to provide senior management with a clear view as to where there are system limitations and where efficiencies can be found amongst business units.

- I reviewed the assumptions and methodology that underlies the cash flow forecast, provided challenge and recommended 'quick wins' to improve the forecast.
- This project was based across Munich and Milan, providing invaluable experience working in foreign jurisdictions.
- **Global Chemicals Company – Working Capital optimisation** for company, turnover >\$2.6bn
 - I was involved in the identification and implementation of multi-million USD working capital improvements for the Dutch portfolio company of a large US private equity house.
 - I undertook detailed analysis and scenario modelling regarding viability of recommendations being made. This included the amalgamation of multiple data sources from global subsidiaries and presenting in a clear and concise manner. My advanced analytical skills provided actionable insight.
 - This project was based in The Netherlands, allowing me to continue expanding my experience working abroad.
- **Project Shortlands – Distressed turnaround** for NHS trust with >20% annual deficit
 - Identification and implementation of opportunities within a cost reduction exercise within a distressed NHS Trust.
 - I analysed and scoped the controllable spend within the budget to deliver in-year 'cashable' benefits. I assisted in the recommendations of measures to minimise all non-essential expenditure.
 - I assisted with the development of a 'workforce rightsizing' model to clearly illustrate the Capacity vs Demand in the Trust to establish the extent that the workforce can become leaner. This included the complex mapping of multiple data sources using Alteryx and visualisation through Tableau.
- **Other responsibilities**
 - I helped to proactively identify new opportunities through targeted research for all Financial Restructuring service offerings. I analysed the debt structures to identify what would be the best route to helping the client. This resulted in KPMG winning mandates.
 - I was a mentor to students from New City College and aided with apprenticeship applications and interview guidance.
 - Undertaking KYC and risk responsibilities when on-boarding new clients, and for new projects.
 - I assisted in the preparation of pitch documents arising from Invitations to Tender and internal referrals.

KPMG LLP

Sep 2015- Sep 2017

KPMG 360 Apprentice

- **Forensic Advisory – Ab Inbev & SAB Miller merger**
 - I was a key team member in a forensic advisory project in relation to the Ab Inbev and SAB Miller merger.
 - I reviewed critical documents which were commercially sensitive and needed to be removed from company systems as a result of the merger and subsequent entity divestitures for competition regulations.
 - This included the review of potentially contentious material such as intellectual property.
- **Real Estate M&A Tax**
 - I assisted in the drafting and review of computations for tax compliance engagements in respect to both Income and Corporation tax.
 - I assisted in the preparation of tax due due-diligence and tax structuring reports ahead of acquisitions. This provided an excellent insight into the Real Estate deal process and excellent exposure to Pan-European transactions for a wide range of high-profile clients.
- **Investment Advisory**
 - I reviewed the strategy of fund managers in preparation for reports to clients to ensure the alignment with their Pensions strategy.
 - I was involved in the interviewing of fund managers to gain a greater understanding of their risk management processes.

I also undertook placements within Banking Audit for Standard Chartered which is a FTSE100 bank, and Capital Advisory Group in which we provided advice to listed clients in regard to their share register.

Education

The Association of Accounting Technicians - Member since 2018
 A Levels – Mathematics, Economics, English Language, Law, General Studies
 GCSEs: 9 GCSEs at Grade A-B, including Mathematics and English at Grade A.

Languages

English – Native
 Bulgarian – Native

Personal life

Outside of work I am a keen golfer and play to a handicap of 12. I also enjoy skiing during the winter months and am an avid football fan.