

Maksim Dementev

Global Finance Director | VP Finance

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PROFILE

CIMA-qualified finance leader with 20+ years of experience across pharmaceuticals, life sciences, FMCG and industrial businesses. Combines global FP&A and commercial finance leadership with CFO-level responsibility for P&L, treasury, tax, controls and risk. Experience spans businesses with revenue of up to \$1B and teams of 60+, including listed and PE-backed companies. Partners with CEOs, general managers, boards and investors on financial performance, capital allocation, M&A and finance transformation. Based in London with full right to work in the UK.

SELECTED ACHIEVEMENTS

- Integrated finance across 11 countries after the Takeda-Shire merger, unifying reporting and controls within two months and delivering approximately 15% payroll savings and over 25% operating expense reduction.
- Led a \$400M buy-side acquisition at Takeda and improved post-merger joint venture deal economics by \$30M through financial modelling and negotiations.
- Delivered approximately \$3M annual tax savings and a 30-day working capital improvement through finance and operating model transformation at Merz Pharma.

PROFESSIONAL EXPERIENCE

Thermo Fisher Scientific | Divisional Finance Director | Feb 2025 to October 2026

- Led finance for a global Microbiology manufacturing business across EMEA, the Americas and APAC.
- Led financial planning, forecasting and performance management, supporting pricing, portfolio and investment decisions through financial analysis and scenario modelling.
- Led finance transformation initiatives, including automation, AI-enabled analytics and operating model improvements.
- Advised divisional leadership on growth initiatives, restructuring and M&A opportunities.

IQVIA Laboratories | Divisional Finance Director | May 2023 to Jan 2025

- Led global FP&A, commercial finance and performance management for an approximately \$1B revenue business across EMEA, Americas and APAC.
- Partnered with the General Manager and co-presented corporate performance and strategy reviews.
- Introduced commercial deal controls and pricing governance, delivering immediate margin improvement.
- Standardised global budgeting, forecasting and KPI frameworks to improve comparability and executive visibility.

Arrival (listed EV scale up) | Divisional Finance Director | May 2021 to Apr 2023

- Led finance for UK and US entities, with responsibility for P&L, cash flow, balance sheet, IFRS reporting, SOX controls, audit and working capital.
- Partnered with founders and the board on manufacturing scale-up, pricing, funding and capital allocation.
- Built an international finance team, implemented new systems and migrated to a global ERP platform.
- Developed a five-year financial and operational model and approximately \$400M CAPEX tracking and cash forecasting tools.

Takeda | Regional Finance Director | Dec 2017 to Apr 2021

- Held regional CFO-equivalent responsibility for 11 countries with approximately \$600M revenue, full P&L accountability and a team of 60+.
- Led FP&A, accounting, treasury, tax, internal controls, compliance and enterprise risk management.
- Led the finance workstream for a \$400M OTC portfolio acquisition and post-close integration.
- Led Takeda-Shire finance integration and financial modelling and negotiations for a post-merger joint venture restructuring, improving deal value by \$30M.
- Reduced the budget cycle by approximately 30% through process redesign and automation.

Petrovax Pharm | Chief Financial Officer | Apr 2017 to Nov 2017

- Led the finance function of a PE-backed pharmaceutical business, reporting to shareholders and the board, with a team of 30+ across accounting, FP&A, treasury, tax, ERP and IT infrastructure.
- Refinanced a \$90M long-term credit facility, delivering approximately \$1M annual interest savings.
- Led sell-side preparation, including financial models, the data room and management presentations, and managed the business's 10-year financial model.
- Negotiated the Pfizer vaccine manufacturing contract, avoiding a \$1M loss, and led the contract manufacturing launch for Boehringer Ingelheim.

Merz Therapeutics | Regional Finance Director | Oct 2015 to Mar 2017

- Held country CFO responsibility for P&L, treasury, tax, compliance and governance.
- Led finance and operating model transformation from an affiliate to a full legal entity, supported by a 10-year financial model.
- Redesigned SAP and transfer pricing, delivering approximately \$3M annual tax savings and a 30-day working capital improvement.
- Launched an instrument co-financing programme linking equipment installation to future consumables purchases.

EARLIER EXPERIENCE

- Alliance Healthcare (Walgreens Boots Alliance) | Director of Financial Planning and Analysis | Mar 2013 to Sep 2015. Led FP&A for a \$1B pharmaceutical wholesale business with a team of 30, delivering approximately \$5M annual savings.
- Russian Standard Vodka | Head of FP&A | Apr 2010 to Mar 2013. Led FP&A across multi-site manufacturing, distribution and multi-warehouse logistics, including standard costing, SAP implementation and M&A activities.
- BSH Home Appliances Group | Financial Controller | Oct 2007 to Mar 2010. Manufacturing site controlling, financial planning and cost control.
- Heinz | Financial Analyst | Aug 2005 to Oct 2007. FMCG manufacturing.

SYSTEMS & ANALYTICS

SAP implementation | ERP implementation and migration | Odoo | Hyperion Financial Management (HFM) | Power BI dashboards and data visualisation | SQL | Database management | Python | AI-enabled finance analytics and automation

EDUCATION & QUALIFICATIONS

- CIMA (ACMA, CGMA)
- INSEAD Business School - Strategy and Disruption in Digital Era
- Saint Petersburg State University - Specialist Diploma in Finance and Management (five-year degree)