



AT TORQ.PARTNERS

LEVEL:

Consultant

SPECIALIST FOR:

Financial operations, process design and management reporting

BUSINESS MODEL EXPERTISE:

eCommerce

SaaS

Tech Startups

Services Business

Health

PAST KEY CLIENTS:

Yepoda, NewSoul, SpreadGroup, FrontNow, Careerfairly, Rocka Nutrition, Evo Fitness, ThisPlace

SPECIAL SKILL:

Connecting the dots between operations, accounting & controlling to create smart workflows and provide insights that matter

CAN ACTIVELY POST IN:

DATEV Rewe

WITH TORQ SINCE:

2024

EDUCATION

M. Sc. Strategic Entrepreneurship (8.0 GPA), Rotterdam School of Management

B.Sc. Economics & Business Economics (7.8 GPA), Utrecht University

Agile Project Management Certificate (Growthtribe, 2024)

Growth Marketing Certificate (Growthtribe, 2023)

Bruno Pivernetz

I help companies design lean, scalable financial operations and reporting that support fast growth without adding complexity

CONSULTANT PROFILE

✉ bruno.pivernetz@torq.partners

🗣 German, English

📍 Berlin

[LINKEDIN PROFILE](#)

[MEETING LINK](#)

PAST PROJECTS

Employee Branding Platform with 20 FTEs and 1.5m revenue

Created consolidated multi-entity reporting in collaboration with the CEO, board and investors. Adjusted Business Plan from Cash to accounting basis, improved logic to reflect current sales & marketing process, receivables ageing, etc. Improved Cash Flow with updated OPOS/Dunning & automated AP process (approval and auto-forward via Slack & make.com) Managed multi-entity MEC to deliver monthly reports in a timely manner. Managed YEC incl. IC settlements.

AI SaaS with almost 2m ARR and 20FTEs

Series A support & contact for Investor Requests. Created Financial Cockpit for Management with KPI Dashboard (Expansion/Churn MRR, gross/net dollar retention, etc.) Implemented deferred revenue logic with Easybill & Gsheets. Sparring with Management regarding best practices in Tooling & Accounting.

Fast-growing wellness provider with >10 locations, 5m revenue

Set up and automated Moss, including creditor rules, workflows & cards to fasten operational processes. Fully managed and automated the month end closing process before handing it over to the new Head of Finance (incl. automated AR Process from Stripe back-end). Adapted Accounting Logic to reflect service date from database. Sparring with HoF for Tooling and BI & Accounting Reporting. Managed YEC and OPOS Clean Ups in collaboration with tax advisor.

E-Commerce Business with multiple entities, 200+ FTEs and 40m turnover

Implemented Moss for credit card transactions, travel expenses and reimbursements in 5 months. Set Up Accounting for 3 entities, onboarded 50+ employees and transferred 100k in monthly spent. Digitalized admin processes, & automated bookkeeping, saving hundreds of hours in manual work. Project Management between Finance Team, technical Moss Support & credit card holders.

Cosmetics E-Commerce Business with >10 FTEs and >1m revenue

Financial Operations, managing Shopify, Pathway, Finway & Datev, taking care of day-to-day tasks as well as providing monthly investor reporting in collaboration with tax advisor.

WORK EXPERIENCE

Head of Finance, MAGOXX, 8 employees, 2m revenues, 1.5 year

- Achieved cost reductions by optimizing core operations, streamlining logistics, and executing organizational restructuring.
- Implemented cash flow & margin management strategies to fortify financial standing amid challenging macroeconomic conditions.
- Prepared monthly financial statements and liaised with accountants and tax consultants to ensure compliance and financial clarity.

Financial Controller, MAGOXX, 8 employees, 2m revenues, 0.5 years

- Managed ERP system & bookings and developed comprehensive financial reporting frameworks for Profit and Loss (P&L) and Cash Flow Statement.
- Implemented a proactive debtor and creditor tracking system to optimize cash flow management.
- Conducted extensive quantitative market research to shape Go-To-Market (GTM) strategies and business planning.

NICE TO KNOW

MOTTO:

What gets measured, gets improved

MOST IMPORTANT EQUIPMENT:

(Automation) Tools & LLMs

HOBBIES:

Start-ups
Capital Markets
Sports & outdoor activities

Country Manager, MAGOXX, 8 employees, 2m revenues, 1.5 year

- Formulated and executed a successful market entry strategy for the German market, using in-depth market analyses and collaborating with supply chain stakeholders and customers
 - Managed German key accounts, overseeing orders worth €100,000 and pending offers totalling €500,000
 - Collaborated on digital marketing initiatives, including website localization and Search Engine Advertising (SEA), leading to an increased conversion rate
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LEADERSHIP EXPERIENCE: 1 year

TOOL EXPERTISE

ACCOUNTING TOOLS

DATEV (Kanzlei-)Rechnungswesen
DATEV UO
Lexware
Exact Online
Xentral ERP
Xero
Zoho Accounting

REPORTING TOOLS

Helu
Power BI
Power Query

OTHER TOOLS

Airtable	Microsoft Copilot	Stripe
Google Sheets	Microsoft Excel	Zapier
Agicap	Microsoft Powerpoint	
Asana	Moss	
Billbee	n8n.io	
Candis	Notion	
Canva	Pathway	
Circula	Perk	
Easybill	Personio	
Finway	pleo	
Google Workspace	Power Automate	
HiBob	Qonto	
HubSpot	sevDesk	
Leapsome	Shopify	
make.com (ehem. integromat)	Spendesk	