

RAPHAEL BENHAMOU

Fractional CFO and Consultant – Finance, Business Development, Strategy, Market Research, Data, RPA, Project Management

PROFILE

Highly accomplished Fractional CFO and business consultant with extensive experience in financial modelling, data analytics, strategic development, and project management. Proven expertise in delivering results and driving business growth. Adept at managing stakeholders and developing strong client relationships.

CONTACT

Phone

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Email

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Location

Netanya, Israel

Fluent

English, French

Conversational

Spanish

Basic

Hebrew, Italian

LinkedIn

**Benhamou Consulting
Photography**

www.linkedin.com/in/raphaelmibenhamou

www.benhamouconsulting.com

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EXPERIENCE

Founder/Director

Benhamou Consulting / Tel Aviv, Israel / 2020 – Present

Founded Benhamou Consulting, to be a catalyst for financial transformation, empowering startups and SMEs with innovative solutions that drive growth and success. Our expertise spans financial modelling, data-driven strategies, and risk management.

Fractional CFO and FP&A Services

- Guided and guiding 7 SMEs and startups through financing rounds, optimizing their business strategies for accelerated growth and profitability as their Fractional CFO.
- Facilitated funding rounds that collectively raised over \$95 million for 20+ startups by crafting meticulous financial models and offering strategic guidance.
- Collaborated with 30+ SMEs, implementing advanced modelling solutions to optimize product development, marketing strategies, and recruitment efforts.
- Constructed intricate financial models, enabling 10+ investment companies to manage portfolios efficiently and diversify risk for enhanced returns.

Risk Analysis and Management

- Advised a leading UK university's AI team on Risk Analysis, ensuring regulatory compliance and unbiased AI practices.
- Enabling businesses to navigate risks, resulting in informed decision-making and a proactive approach to risk mitigation.

Business Modelling and Strategy

- Assisting startups in building business models, devising Go-To-Market strategies, and developing fundraising scenarios.
- Empowering companies to analyse the potential impact of transitioning to subscription services, tracking progress, and making data-driven decisions.
- Providing startups with rapid business model development, facilitating successful fundraising efforts.

Director of Product

FinTier / Tel Aviv, Israel / 2018 – 2020

- Drove product and release strategy for SaaS FinTech software, aligning with the company's mission.
- Conducted competitor analysis to shape product strategy and roadmap.
- Identified critical product issues during onboarding and managed the product redesign process.
- Produced compliance, governance, and risk management documentation.

Advisor

Ernst & Young / Tel Aviv, Israel / 2015 – 2018

- Managed and executed 6 POC RPA solutions, successfully scaling them into full projects while optimizing data efficiency.
- Conducted RPA training sessions for clients and colleagues, fostering widespread adoption.
- Led projects to develop predictive and prescriptive analytic solutions utilizing Six Sigma, Theory of Constraints and Lean.
- Achieved a 97% accuracy rate in a 6-month financial forecast, with a marginal error of approximately 20%.
- Audited and improved the Ministry of Defence's economic model for veteran pension funds.
- Provided end-to-end solutions in Enterprise Risk Analysis and Management, Business Continuity, and Disaster Recovery.

- Developed reporting tools in Tableau, Excel, and Access, enhancing data analytics and ERM capabilities.
- Authored publications, internal materials, proposals, and client presentations.

Simulation Analyst

Futura Defence / Guildford, UK / 2013 – 2014

- Built, designed, and maintained forecasting models for Ministry of Defence (MOD) clients, focusing on logistics, training, recovery, and hardware upgrades.
- Enhanced recovery and rehabilitation models for UK MOD forces returning from combat.
- Spearheaded the redesign of a legacy training model to improve functionality and optimize capability.
- Developed forecasting models for the Australian Navy, ensuring personnel training and hardware readiness.
- Supported the installation of data analytics and SaaS tools at client sites.

Forecasting Analyst

Sirius Minerals / Scarborough, UK / 2012 – 2013

- Conducted comprehensive research and analyses on financial, market, and operational aspects of projects.
- Constructed a valuation model that increased project value by 60% and an algorithm to generate viable product options.
- Analysed logistical constraints and optimized downstream business strategies.
- Prepared cost-benefit and budgeting analyses, effectively tracking finances and managing cash flow.
- Conducted audits of contractor reports, identifying cost-saving opportunities.
- Unified external consultants' Opex and Capex models and reports for streamlined expenses reporting.

Business Analyst and Consultant

Insight Analysis and Consulting / Leatherhead, UK / 2010 – 2012

- Provided strategic solutions for mining and energy sectors, leveraging specialized modelling software.
- Created model templates (IP) to improve future project processes and implemented Lean and ToC methodologies.
- Conducted strategic financing audits and identified process improvements.
- Optimized railcar fleet operations using Lean and ToC approaches, reducing time loss by over 20%.
- Audited and rebuilt financial forecasting models, reducing run time from 8 hours to 8 minutes.
- Enhanced decision-making tools for improved reporting capabilities.

EDUCATION

MSc Metals and Energy Finance (with Spanish), Merit

Imperial College Business School / London, UK / 2009 – 2010

Accounting, Cash Flow Modelling, Strategic Management, Management of Projects, Markets and Supplies

Thesis – Valuation of a live Platinum Mining Project, using Monte Carlo and DCF analyses

BSc (Hons) Physics with Languages (French, Spanish, Italian), 2:1

University of Nottingham / Nottingham, UK / 2005 – 2009

Theoretical Elementary Particle Physics, Extreme Astrophysics, Atmospheric and Planetary Physics

ERASMUS year in EPFL (Switzerland) – worked in PhD lab on High-Temperature Superconductor project (Impact of Doping on High-Temperature Superconductor Superconducting Temperatures)

Thesis - The Dampening Effect of Variable Impedances on Harmonic Frequencies

SKILLS

Predictive, Financial, Operational, Forecasting modelling	Disaster Recovery, Business Continuity	Causal, Qerent Modeller, Powersim, Matlab
Scenario, Optimisation, Valuation, Cost-Benefit, Business Impact analysis	Time and Project Management, Problem Solving	MS Word, PowerPoint, and Visio, MikTeX, LaTeX, SharePoint, XML
Process, Operational Improvement	Automation Anywhere, Leo	JIRA, Confluence
Strategic, Business Development	MS Excel, VBA, Access, SQL, Tableau	Client Relations, Communication

INTERESTS

Photography

Exhibited works in galleries

Dance

Latin & Ballroom, salsa, and modern jive

Social

Strategic board and card games