



# Raphael Benhamou

Fractional CFO

📍 Netanya, Israel

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## Links

[LinkedIn](#)

## Languages

Italian (Basic)

Spanish (Work Proficiency)

Hebrew (Basic)

French (Native)

English (Native)

## About

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.

### BRANDS WORKED WITH

Benhamou Consulting

FinTier

Futura Defence

Insight Analysis and Consulting

Sirius Minerals

## Experience



### ● Founder/Director

Benhamou Consulting | Jan 2020 - Now

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 | Jan 2018 - Jan 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.

### ● Simulation Analyst

Futura Defence | Jan 2013 - Jan 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 | Jan 2012 - Jan 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 | Jan 2010 - Jan 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 & Training**

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### 2009 - 2010 ● **Imperial College Business School**

Master of Science in Finance, Engineering and Finance

### 2005 - 2009 ● **University of Nottingham**

Bachelor of Science, Physics and European Languages