

# Diego Piloosof Araja

## Strategic Finance & FP&A Business Partner

CPA, Big 4 · Bridging Finance, Sales & Product · Building AI-Native Workflows

### PROFILE

**I build end-to-end revenue systems by translating between the teams that own them.**

CPA, Big 4 trained at EY Tel Aviv (High-Tech & VC-Backed practice), most recently Financial Controller at a Nasdaq-listed technology company. I sit between Finance, Sales, Product, and Engineering, making sure the revenue machine works across systems, dashboards, and contract structures.

The unfair advantage: I code. Full Stack MERN, shipping production AI agents in N8N + Claude that automate manual finance and revenue workflows. Most finance professionals consume technology. I build mine.

### EXPERIENCE

#### Financial Controller · Compugen Ltd (Nasdaq: CGEN), Tel Aviv

March 2025 to January 2026

- Owned full-cycle US GAAP reporting and ASC 606 revenue recognition for a small portfolio of high-complexity, multi-period contracts. Built independent recognition models where standard schedules failed to capture the underlying economics.
- Cut month-end close cycle from 7 to 5 days by mapping data-collection bottlenecks and rebuilding manual reconciliation workflows. Freed approximately 1 to 2 days of team capacity per cycle for analysis instead of data entry.
- Partnered cross-functionally with operations and revenue stakeholders, translating close-cycle outputs into management decisions on pricing, contract structure, and forecasting.

#### Senior Assurance, High-Tech & VC-Backed Practice · Ernst & Young, Tel Aviv

March 2024 to March 2025

- Validated SaaS and ARR revenue recognition across approximately 10 VC-backed and post-IPO tech clients (combined revenue scale in the hundreds of millions). Tested ASC 606 application: multi-element arrangements, contract modifications, variable consideration, and billing-to-recognition timing.
- Reconstructed standalone-pricing allocations for a multi-element arrangement where pricing history was undocumented. Client management adopted the proposed method, which informed downstream updates to their revenue recognition process.
- Ran SQL and Excel-based data analytics on transaction populations of approximately tens of thousands of records per audit, surfacing reconciliation breaks between operational system data and financial reports that manual sampling would have missed.

#### Internal Audit Lead & Process Architect · ANEP, Uruguay

January 2020 to December 2022 · Managed team of 6

- Led a team of 6 auditors at a ~\$2B-budget, ~85,000-employee public institution. Rebuilt audit methodology from scratch, digitized legacy workflows (including the salaries audit covering 80,000+ employees), and lifted team productivity by ~50% without adding headcount.
- Drove cultural change in a stuck organization, shifting the department from reactive compliance to proactive risk consulting. Recognized with an offer for Director of Economic & Finance at the Ministry of Education (declined to pursue further education).

#### Financial Auditor, Retail & Consumer Markets · Grant Thornton, Uruguay

January 2019 to January 2020

- Audited high-volume retail clients, building analytical fluency in detecting cash-vs-sales reconciliation breaks and operational revenue leakage.
- Mapped Order-to-Cash control cycles and recommended targeted process improvements to secure revenue cycle integrity.

### EDUCATION

**BSc CPA + BSc Business Management** · University of Montevideo · 2016 to 2020

**Full Stack Program (MERN)** · Israel Tech Challenge · 2023

**Specialization in Product Management** · University of Alberta · 2022

**University Innovation Fellows** · Stanford University · 2019 (cohort of 8)

### CONTACT

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#### LINKEDIN

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#### LOCATION

Tel Aviv, Israel

### SKILLS

#### FINANCE TRANSFORMATION & FP&A

Strategic Finance · FP&A · ASC 606 / IFRS 15 · US GAAP · SaaS Metrics (ARR, NRR, CAC, LTV) · Financial Modeling · Order-to-Cash · SOX Controls · Internal Controls · Audit Management · Cross-Functional Partnering

#### AI & AUTOMATION ENGINEERING

AI Agents · Agentic Workflows · N8N · Claude API · GPT · LLM Integration · Workflow Automation · Process Automation · MERN Stack · API Integration

#### DATA & SYSTEMS

SQL · Advanced Excel · Power BI · Tableau (working) · Looker (working) · NetSuite · Salesforce · HubSpot · Priority ERP

### CONTINUOUS BUILDING

- Designing and shipping production AI agents in N8N + Claude (after-hours portfolio) for finance workflows.
- Focus areas: revenue recognition memo drafting under ASC 606 / IFRS 15, variance bridge analysis, and monthly close acceleration.
- Full Stack MERN literate across MongoDB, Express, React, and Node.js. Read API docs and configure system integrations directly with engineering teams.

### LANGUAGES

**Spanish** · Native

**English** · Fluent

**Hebrew** · Fluent

**Portuguese** · Working

### PERSONAL

Investing · Talmud and Jewish philosophy · Geopolitics · Weightlifting · Rowing · Football · Specialty coffee