SKS Business Services' Director on their whole outsource accounting services

written by InvestorNews | March 29, 2018

March 29, 2018 – "What we do is we provide that financial outsource and accounting provisions. Then the CFO is free to increase the value of the company instead of being in the tedious act of doing bookkeeping and payroll." states Marcos De la Monja, International Business Development Director at SKS Business Services, in an interview with InvestorIntel's Peter Clausi.

Peter Clausi: You and I have been trying to meet each other for months now. The mining show is when people get together. What services do you provide?

Marcos De la Monja: We provide the whole outsource accounting function; finance and accounting for specifically mining entities. Several of our clients are single-asset or multiple-asset across several countries with several currencies. What we do is we provide that financial outsource and accounting provisions. Then the CFO is free to increase the value of the company instead of being in the tedious act of doing bookkeeping and payroll. We take care of that and then we present.

Peter Clausi: Jack Welsh while he was CEO at GE said, make your back office somebody else's front office. That is what you are doing. You are becoming their back office.

Marcos De la Monja: Basically, yeah.

Peter Clausi: How many clients do you have?

Marcos De la Monja: We have right here, we have Mandalay Resources, one of our biggest clients.

Peter Clausi: Mandalay has 3 mines. They had a death a couple of years ago. Their stock took a hit and they are growing the company again.

Marcos De la Monja: Correct. That was in one of their assets in Chile.

Peter Clausi: The mine flooded I think unexpectedly.

Marcos De la Monja: That is correct, yeah. That is correct. They are permitting now and then they are expecting to go Q1 of 2019.

Peter Clausi: Nice group of guys.

Marcos De la Monja: Yeah. Another of our clients is Circum. They do potash in Ethiopia. With that we do all their financial and account provisions. We take care of that. Additionally we sometimes help to raise capital. We have been successful with that.

Peter Clausi: Is the capital that you raise from private funds, from brokerage firms in London, third party?

Marcos De la Monja: It is private and from investors in London sometimes. It depends.

Peter Clausi: Okay. How have you found the show?

Marcos De la Monja: I have been having a great time; talking to a lot of people. The investors exchange has been very, very . . .

Peter Clausi: I am describing it as cautious optimism. There is a nice little electricity in the air this year.

Marcos De la Monja: Yeah. It is my first time so I did not know what to expect…to access the complete interview, click here