

Ettore Colella

Compliance • AML • Regulatory Risk • Governance (EU / UK)

Senior Compliance & Risk Advisor with hands-on experience supporting high-growth companies and complex international structures across the UK and EU. Proven ability to operate under regulatory pressure, manage audits, disputes and remediation programs, and build pragmatic compliance frameworks for scaling organisations.

Core Profile

Senior professional with extensive exposure to **regulatory compliance, AML, governance, and risk management** in crossborder contexts. Background combines entrepreneurial leadership, regulatory engagement (including HMRC and UK tribunals), and operational oversight of compliance-critical functions.

Particularly suited to **postfunding scaleups** and **regulated tech environments** (fintech, SaaS, AI, data-driven businesses) requiring structured compliance without corporate bureaucracy.

Key Competencies

- AML / CTF frameworks (risk-based approach)
- Regulatory compliance (UK & EU)
- Governance & internal controls
- Regulatory audits and inspections
- Dispute and enforcement management
- VAT & indirect tax risk (operational)
- Crossborder regulatory exposure
- Board & investor-facing reporting
- Remediation plans and control strengthening
- Operational compliance for scaleups

Professional Experience

Compliance & Regulatory Risk Advisor (Independent)

UK / EU | 2018 – Present

- Advised companies and partnerships operating across UK and EU on **regulatory compliance, governance, and risk exposure**.

- Managed **highstakes regulatory interactions** with HMRC, including audits, assessments, penalties and tribunal proceedings.
- Designed and implemented **pragmatic compliance controls** for organisations lacking formal governance structures.
- Supported remediation strategies following regulatory findings, focusing on **process improvement rather than boxticking**.
- Acted as interface between legal advisors, accountants, regulators and management.

Managing Partner / Director – Consulting & Business Services

UK | 2012 – 2018

- Oversaw operational, financial and compliance matters for multijurisdictional business activities.
- Responsible for **internal controls, recordkeeping, regulatory correspondence and risk mitigation**.
- Coordinated professional advisors (legal, tax, accounting) in regulated environments.
- Experienced firsthand the impact of weak governance and compliance gaps, developing a strong **riskprevention mindset**.

Regulatory & Compliance Exposure

- HMRC compliance checks and investigations
- VAT assessments, penalties and appeals
- Tribunal procedures (UK Firsttier Tribunal)
- Personal and corporate regulatory risk
- Audit trail reconstruction and documentation remediation
- Behavioural classification disputes (deliberate vs careless)

Industries

- Fintech & payments
- SaaS & B2B technology
- AI & datadriven platforms
- Professional services
- Crossborder consulting structures

Education & Professional Development

- Ongoing professional development in **regulatory compliance and risk management**

- Practical, casedriven expertise developed through direct regulatory engagement

Working Model

- Fractional / advisory roles
- Projectbased compliance support
- Interim compliance & risk specialist
- Support during funding rounds, audits or regulatory stress

Languages

- Italian: Native
- English: Fluent / Professional

Positioning Statement (for recruiters / founders)

“I help fastgrowing companies strengthen compliance and governance before regulatory problems become existential risks.”