
CHIEF FINANCIAL OFFICER | SENIOR FINANCE EXECUTIVE

BUSINESS INTELLIGENCE · FINANCIAL STRATEGY DEVELOPMENT · FINANCIAL CONTROL & PROFIT OPTIMIZATION

Senior Finance Executive with career track record of leading financial planning, control, and analysis functions across diverse industries. Advanced financial acumen with strengths in developing and implementing financial strategies and processes, preparing and analyzing budgets, and driving revenue gains through accurate forecasting and financial reporting. Strategic business leader and trusted advisor to stakeholders on developing and implementing processes, cost control, and operational plans to drive performance improvement while simultaneously exceeding corporate goals and objectives.

AREAS OF EXPERTISE

Strategic Finance Oversight ▪ Business Unit Controllership ▪ P&L Management ▪ Revenue Growth ▪ Cost Containment
Budgeting & Forecasting ▪ Strategic Planning & Resource Alignment ▪ Business Intelligence & Data Warehousing
Margin Analysis ▪ Operational Oversight ▪ Procurement/Sourcing Optimization ▪ Market Growth Strategy & Scalability
Team Leadership ▪ Business Process Improvement ▪ Financial Reporting & Modeling ▪ Change Management ▪ KPI Analysis

PROFESSIONAL EXPERIENCE

FINANCE COMPANY, NEW YORK, NY

2011 – PRESENT

VP OF STRATEGIC SOURCING & OPTIMIZATION (2016 – PRESENT)

Hand-selected by COO and CFO to spearhead business optimization efforts across the \$250M organization while also managing \$85M annual procurement spend portfolio. Facilitate data and operational assessments to identify opportunities for cost control. Develop standard operating procedures (SOPs), introduce short- and long-range plans and head the design and execution of strategic logistical initiatives.

- Drove organizational change from a localized shipping model with 65+ locations to 4 regional logistics hubs, resulting in improved and standardized client services and \$1M annual cost reduction.
- Spearheaded development of strategy for procurement of goods and services through restructuring of processes and implementation of Cloud tools. Generated \$1.2M+ cost savings sustainable over multiple years.

VP OF FINANCE (2013 – 2016)

Provided strategic leadership of finance operations, including defining and implementing processes, procedures and strategies for maintaining fiscal and operational control. Held direct accountability for directing all financial functions, including forecasting, budgeting, variance analysis, cost accounting and financial reporting. Directed proposal, bidding, billing, revenue recognition and project costing for multi-million-dollar federal projects. Partnered with fellow executives and business unit leaders to strategize financial plans for \$250M operation.

- Drove critical path improvements in lowest performing business units, reducing turnaround time by 62% while also increasing operating margin from \$3M loss to \$2.4M profit, achieving to top quartile in the organization.
- Led a cultural shift across the organization, refocusing workforce on production/performance improvements.
- Grew sales for national accounts by over \$6M in four years by partnering with business unit leaders to resolve complex client finance process issues through improved management of Accounting staff and optimized client processes.
- Reduced revenue forecast to actual variance from over 30% to within 3.5% for 18 consecutive months.

DIRECTOR FINANCIAL OPERATIONS (2011 – 2013)

Functioned as member of the leadership team charged with overseeing all financial planning and strategies for 6 laboratory locations with annual revenues of \$100M. Directed the reporting and analysis of financial data through annual budgeting and forecasting, as well as expense tracking. Built strong cross-functional relationships to support financial goals and projections.

- Developed a 5-year operational and financial footprint for the company and completed recommendations for increase in capabilities and certifications.
- Reduced fixed operating costs over \$15M in 3 years by restructuring operating structure, including closing multiple laboratories and consolidating work into existing facilities. Headed strategic planning related to facility closure timeline, costs, client transition and change in capability; managed operations and client retention teams through process.
- Spearheaded the implementation of real-time production planning functionality in Lab Information Management System.
- Established a reporting system to provide insight regarding daily throughput metrics, allowing for early detection of bottlenecks and improved capacity-building throughout all operations.
- Developed a standardized tool for analyzing large bids and sales opportunities to support pricing decisions.

ABC COMPANY, NEW YORK, NY**2001 – 2011****CORPORATE CONTROLLER**

Oversaw finance/accounting operations for all business functions. Directed all accounting activities, including financial reporting, modeling, analysis, planning and control, budgeting, forecasting, monthly close, lender audits, account reconciliation, variance analysis and cash flow analysis. Established financial control to ensure compliance with US GAAP, UK GAAP and IFRS standards. Built, developed and managed team of 45 finance professionals responsible for identifying best practices and developing, implementing and measuring process improvements.

- Led successful integration of 25+ laboratory acquisitions at ABC into one financial reporting entity in just 12 months while supporting a 40% increase in business volume.
- Integrated all systems, policies and procedures across acquisitions, resulting in reduction of 40+ FTE and eliminated \$500K+ bank fees and \$500K system related costs.
- Restated 4 years of financial information, including state and federal taxes to resolve key findings from a 4-year open audit. Submitted audit requirements and amended tax returns to bring to compliance standards.
- Created synergy benefits by merging all Finance functions for multiple legal entities and over 30 locations.
- Improved cash flow \$6M annually by implementing a visible accountability program aligned with credit and collection policies, resulting in reductions of \$200K+ cost of collections in addition to cash generated.
- Reduced direct costs an average of \$1.3M annually for 6 consecutive years through purchasing standardization and consolidation of spend.

ADDITIONAL PROFESSIONAL EXPERIENCE

CONTROLLER/SYSTEMS MANAGER – FINANCE INC.**CFO – FINANCE INDUSTRIES****REGIONAL DIRECTOR FINANCE & ADMINISTRATION – FINANCE ABC INC.****REGIONAL CONTROLLER – ABC INC.**

EDUCATION AND PROFESSIONAL DEVELOPMENT

COLLEGE UNIVERSITY, New York, NY

Bachelor of Business Administration, AccountingProfessional Development**Certified Public Accountant (Inactive)**