

Name

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◆Corporate Financial/Operational Analysis ◆Organizational Strategy ◆Cost Savings Initiatives
◆Impairment Analysis ◆Budgets/Forecasting ◆SEC /GAAP Compliance

Professional Summary

Results-driven Senior Finance/Operations Manager with over seven years of experience analyzing and evaluating financials that influence operational objectives. Demonstrated success strategically increasing profits and achieving cost savings that exceed organizational expectations and goals. Expertise at analyzing operational plans, calculating discrepancies to streamline and strengthen financial performance to drive long-range goals and realize significant savings. Proven ability to manage and oversee multiple region business units simultaneously with over \$275M in revenue and over 3,000 employees. Focused leader capable of directing and mentoring financial and operational teams for quantifiable results. Adept at strategic forecasting, preparing budgets and P&L statements as well as generating month-end/year-end financial reports. Proficient at complying and adhering to GAAP and SEC guidelines and regulations.

Key Accomplishments

- Led Finance initiative which increased timely A/R collections by \$1.2M.
- Successfully partnered with Operations on initiative to raise **Losing Business Unit (MLU)** from -6% profit to +8% within one year.
- Effectively reduced divisional staffing expense by 13% through offshoring and location restructuring.
- Reduced IT expense 20% by engaging Shared IT Services.
- Led impairment analysis initiative on three US Xerox facilities. Identified low producing facilities, determined cost-saving solution to close two. This resulted in approximately \$700k savings.

Professional Experience

Xerox Financial Services Group/Xerox Business Services **11/12 - Present**
Finance Manager **06/14 – Present**

- Manage and oversee Finance division including **Business Services** encompassing \$275M in annual revenues and over 3,000 employees. Report to the CIO.
- Lead and mentor eight direct reports spanning three countries and four states. Interview, hire, terminate and prepare staff performance evaluations. Conduct daily meetings with team to ensure unified approach.
- Oversee budgeting, financial month-end close and financial reporting for division.
- Partner with operational Vice Presidents to analyze financial results and outline strategic opportunities to increase efficiency on daily business.
- Formulate effective and sustainable solutions to current challenges and address short and long term issues.
- Direct daily financial operations and functions, including strategy development/execution.
- Support financial evaluation of business unit strategic projects and scorecards.
- Develop profit forecasts by incorporating the MBFS method; conduct cost and margin analysis.
- Oversee changes of the finance organization through changes in structure, technology or process.

Senior Financial Analyst **05/13 – 06/14**

- Planned financial strategy for a new line of business with five year revenues that exceeded \$100M.
- Devised financial plan for two lines of business with over 1,000 employees and combined annual revenue exceeding \$115M.
- Formulated financial feasibility studies for new, expanding and downsizing locations.
- Managed the month-end close process for the region.
- Prepared complex monthly journal entries and reconciliations.
- Ensured the accuracy and integrity of the financial statements, general ledger account reconciliations and other analysis.
- Instilled financial disciplines that accurately captured ongoing activities and monitored performance to align with plan.

Financial Analyst **11/12 – 05/13**

- Oversaw the transition of newly acquired private business into organization.
- Directed operational and accounting adherence to corporate financial policies
- Established and distributed budget for operational leads.
- Led reorganization of business unit with \$55M in annual revenue and 700+ employees.
- Coordinated financial reporting, month-end close, budgeting, forecasting and weekly flash.

- Oversaw the compliance of the monthly close process and ensured compliance with GAAP guidelines and standards.
- Supervised and facilitated transition of a new acquisition to corporate procedures.
- Assisted in cost control measures that reduced costs by over \$700,000.
- Priced, reviewed contracts and assisted in the negotiation of new contracts.
- Approved new business deals with up to \$500K of annual recurring revenue.
- Directed impairment analysis for acquisition related intangibles. Reviewed assets to ensure accuracy.
- Led financial restructure submission for facility closure and employee severance.
- Created budget and various financial reporting templates used division-wide. Created customer level budgets for operational P&L statements.
- Managed and supported team of four Financial Analysts. Conducted daily meetings to synchronize team.

Webb & Company, P.A.

09/10 – 11/12

Senior Auditor

- Performed annual audits, interim reviews and registration statements for publicly traded companies.
- Reviewed and prepared press releases, IPO, registration statements as well as annual, quarterly (10K, 10Q, 8K and S1 reports).
- Facilitated mergers and acquisitions between entities that related to GAAP and SEC regulations.
- Experience in derivative liabilities, multiple element revenue, foreign operations in Japan, Germany, UK, foreign discontinued operations and multiple element revenue.
- Conducted planning and risk assessment as well as supervised staff during fieldwork.
- Reviewed audit work papers for evidence of compliance with PCAOB standards.
- Partnered with client and maintained communication with internal audit/accounting personnel. Built long-term relationships.

Odom's Tennessee Pride Sausage

09/07 – 05/09

Pricing Analyst

- Established and regulated budgeting promotions for Sales Representatives.
- Provided monthly reporting/reconciliation to executives on accrual results for variance to budgets.
- Streamlined accrual procedures which resulted in promotion expense savings to the company.

PGA of America

07/06 – 05/07

Tax Analyst

- Prepared corporate, county and state returns for over 15 separate entities.
- Generated 1099's for golf professionals for tournament earnings.

ADT Security Services

06/05 – 06/06

Revenue Accountant

- Prepared monthly revenue, cash reconciliations and fixed asset reporting.
- Participated in monthly close and provided audit documentation in compliance with requests.
- Generated ad hoc reporting and participated in projects with the tax department.

Education

Master's Degree – Forensic Accounting

Florida Atlantic University

Boca Raton, FL

Bachelor's Degree Accounting and Finance (Double Major)

Florida State University

Tallahassee, FL