

# Your Name

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## Senior Corporate Finance Executive

*High-Performing Strategic Thinker with a Collaborative Approach to Resolving Issues*

Senior Finance Leader with exceptional ability to solve complex problems for consumers, clients, and shareholders using a financial framework. Proven ability to turn complexity into manageable components that can be measured, optimized, documented, and replicated.

Speak fluent marketing, R&D, sales, operations, HR, and IT—facilitating cross-departmental collaborations that lead to bottom-line-enhancing initiatives.

### **Representative Successes:**

- ✓ Played key role in 100% growth of tech accessories company ABC Findings
- ✓ Led financial management of major brands including Duracell, Iams, and Eukanuba
- ✓ Enhanced sales force results by overhauling incentive plans.

## Professional Experience

ABC Findings | Fort Lauderdale, FL 2014-Present  
*Designer and manufacturer of protective solutions for mobile accessories, sold internationally through Best Buy, AT&T, and Sprint.*

### **CHIEF FINANCIAL OFFICER**

Recruited to capitalize on entrepreneurial and Fortune 100 experience to fuel significant top- and bottom-line growth by addressing challenges with data analysis, supply chain, overhead, packaging, and product shipping. Ensured scalability for company's 100% anticipated growth. Also spearheaded HR, IT, and building/business operations.

- ✓ Implemented cost drivers and forward-facing data analysis, resulting in changes to packaging and supply chain that nearly doubled gross margins and informed go/no-go decisions on multiple new product initiatives.
- ✓ Built and implemented company's first usable scorecard and end-to-end profit through cash forecast process.
- ✓ Led efforts to identify, purchase, and implement ERP system (SAP B1).

Household Products Inc., | Cincinnati, OH 2008-2014  
*International CPG company headquartered in Cincinnati.*

### **GLOBAL COST FORECASTER, DURACELL (2012-2014)**

Owned and optimized quarterly and long-term forecasting for \$1.5B Cost of Goods Sold (COGS) budget of global supply chain including 7 manufacturing plants in 3 countries. Drove continuous process improvement in supply chain organization, recommending gap-close opportunities vs. targets.

- ✓ Reduced financial forecasting processes by as much as 3 days each month—capturing a cumulative savings of 1 month per year—by building a repeatable and auditable process for budget and forecast.
- ✓ Transitioned breakthrough system for accounting and financial reporting as system of record for P&L actual, placing leaner and more efficient reporting tools at management's fingertips.
- ✓ Redesigned multiple legacy reports to simplify processes and increase speed, while also enabling a reduction of 2 FTEs.
- ✓ Designed and launched tool that consolidated reporting and forecasting across 7 global plants, reducing cycle by 2-3 days to allow stakeholders to make real-time decisions based on current data.

### **SENIOR FINANCIAL ANALYST, DURACELL (2010-2012)**

Collaborated with global, cross-functional partners in Marketing, Sales, and R&D to refresh business plan for \$80M Rechargeables segment, launching new products and introducing cost-saving/margin-improving upgrades to lineup.

- ✓ Proposed transition from contract manufacturing model to licensing business model for rechargeable batteries; model has projected ROI as high as \$75M.
- ✓ Spearheaded Duracell's first global, cross-functional Competitive Response Modeling process for DuraLock product launch, including developing an action plan for pre-empting competition's response.
- ✓ Led analysis on global marketing production budget, uncovering opportunities for improved marketing ROI; analyzed utilization and made recommendations on shifting mix for maximum effectiveness.

### **SENIOR FINANCIAL ANALYST, IAMS & EUKANUBA (2008-2010)**

Focused on long-term business growth strategy and innovation planning for Pet Care brands.

- ✓ Locked in 5-year innovation strategy plan at 115% of sufficiency vs. business growth targets, leading informed choices for high potential/high ROI future projects, based on payout and capital investment.
- ✓ Spearheaded analysis of 3 years of product launches, making kill or cure recommendations on bleeder SKU's and identifying attractive investment opportunities in key growth areas.
- ✓ Delivered sizing and pricing recommendations on a new product line of pet products for older animals that provided a premium feel, increased retailer margin, and enhanced profitability.
- ✓ Led first comprehensive Pet Care Competitive Profit Pool analysis, resulting in a top-down income statement for key brands.

DualFusion | Austin, TX

2004–2008

*Fortune 1000 manufacturer of fusion technology headquartered in Austin.*

### **DIRECTOR OF OPERATIONS**

Supervised Operations Managers at 2 locations, with operational responsibility for both. Served on lead team with CEO and COO. P&L responsibility of \$10M; 7 direct management reports.

- ✓ Drove 15%-25% improvements in operating margins by identifying opportunities to capitalize on favorable shipping rates and implementing a plan for sales force to up-sell premium shipping.
- ✓ Collaborated with CFO to develop plan that linked sales commissions to contract profitability.
- ✓ Expanded analysis and measurement holistically to mitigate inefficiencies in sales terms, SLA, and pricing.

## **Education**

**Baylor University** | Waco, TX

**MASTER OF BUSINESS ADMINISTRATION (M.B.A.)**

**BACHELOR OF BUSINESS ADMINISTRATION (B.B.A.), Economics/Management**