

SENIOR CORPORATE FINANCE EXECUTIVE

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

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

Speak fluent marketing, R&D, sales, marketing, operations, HR, and IT—facilitating cross-departmental collaborations that lead to bottom-line-enhancing initiatives. Confident and competent when interacting with senior leadership.

Breadth of experience includes scale-up Ballistic (as CFO), Fortune 100 Procter & Gamble, and technology startup TriFusion (with clients such as Walmart and Dell).

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Professional Experience

ABC Findings, Fort Lauderdale, FL

2014-2015

ABC Findings is a rapidly growing designer and manufacturer of protective solutions for mobile accessories, sold internationally in numerous channels including 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 expected 100% 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 & Bethel, CT

2008-2014

Progressed through multiple roles in Pet Care and Personal Power divisions encompassing brand finance, upstream initiatives, and strategy.

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 seven manufacturing plants in three countries. Drove continuous process improvement in supply chain organization, recommending gap-close opportunities vs. targets.

- ✓ Reduced financial forecasting processes by as much as three days each month—capturing a cumulative savings of one month per year—by building a sustainable, repeatable, auditable process for FY 2014 budget and forecast.
- ✓ Transitioned a breakthrough system for accounting and financial reporting as the 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 two FTEs. As a result, able to provide leadership team with robust and useable metrics and reports for budget setting and decision making.
- ✓ Designed and launched a tool that consolidated reporting and forecasting across seven global plants, reducing cycle by 2-3 days to allow stakeholders to make real-time decisions based on current data.

Household Goods Inc., *continued***SENIOR FINANCIAL ANALYST, DURACELL (2011-2012)**

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 a transition from a contract manufacturing model to a licensing business model for rechargeable batteries. Piloted in 2014, the model has a 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 the mix for maximum effectiveness.

SENIOR FINANCIAL ANALYST, IAMS & EUKANUBA (2008-2011)

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

- ✓ Locked in a five-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 three 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. This model has been used by multiple brands for competitive intelligence.

DualFusion, Austin, TX***2004-2008***

Held multiple roles focused on process improvement, reporting directly to COO/CEO. DualFusion is a technology and managed deployment services startup formed in 2004.

DIRECTOR OF OPERATIONS/GENERAL MANAGER (2006-2008)

Supervised Operations Managers at two DualFusion locations, with operational responsibility for both. Served on lead team with CEO and COO. P&L responsibility of \$10M; seven 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 a plan that linked sales commissions to contract profitability.
- ✓ Expanded analysis and measurement holistically to mitigate inefficiencies in sales terms, SLA, and pricing.

OPERATIONS MANAGER, DELL COMPUTERS (2005-2006)

Managed operations on-site for DualFusion's largest customer, Dell Computers. Implemented detailed measurement systems to identify and eliminate systemic waste. Managed a headcount of 75 via four direct reports; budget of \$5M.

- ✓ Conducted a time-and-motion study to quickly identify gaps and bottlenecks and rearranged production area's floor plan layout to be more efficient. As a result, able to ship 100% by day two with fewer FTEs.
- ✓ Oversaw launch of Dell's/DualFusion's "Rack & Stack" program, allowing servers to be shipped to customer data centers fully configured and reducing installation and deployment time by 2-3 weeks.

DIRECTOR OF STRATEGIC OPERATIONS (2005)

Managed newly opened DualFusion location in Bentonville, AR.

- ✓ Directed deployment of Windows XP systems and architecture to Walmart Distribution Centers' network of more than 3,000 systems including logistics, software load and customization, and inventory disposition.

Education***Baylor University, Waco, TX*****MASTER OF BUSINESS ADMINISTRATION (M.B.A.)****BACHELOR OF BUSINESS ADMINISTRATION (B.B.A.), Economics/Management**