

DIRECTOR OF FINANCE

Executive Profile

Ambitious **Finance Director** who creates strategic alliances with organization leaders to effectively align with and support key business initiatives. Builds and retains high performance teams by hiring, developing and motivating skilled professionals.

Skill Highlights

- Strategic Planning
- Budgeting / Forecasting
- Leadership
- Financial Planning and Analysis
- Expense Control
- P&L / Balance Sheet Management
- Cost Reductions
- Matrix Management

Core Accomplishments

- Achieved stretch targets for a turn-around business in EBIT, Cash Flow and Cost Out
- Created, developed and trained FP&A Department
- Analyzed channel profitability to optimize pricing and mix strategies

Professional Experience

Company Name City , State Director of Finance 02/2014 to Current

- Oversee multiple departments responsible for Global FP&A, Productivity Tracking, R&D Analysis, Warranty, Pricing and Consumer Division Financial Reporting.
- Lead Canadian Finance Group responsible for P&L, Balance Sheet, Reporting, Pricing and F/X.
- Implemented improved cost-out reporting highlighting areas of concern and achieved global stretch targets in 2014.
- Teamed with Sales and Marketing to achieve 2014 stretch targets in EBIT and Cash Flow through Channel Reporting, Contribution Margin Analysis, Inventory Control and Cost Vigilance.
- Oversee Annual Budget, Strategic Plan and Forecast for Consumer Division.
- Reorganized US and Canada reporting teams to achieve maximum performance and support multiple functions more effectively while reducing overall staff.

Company Name City , State Financial Planning and Analysis Manager 10/2011 to 02/2014

- Oversaw month-end and period-end closing, management reporting, forecast and budgeting analysis and reporting. Created and standardized a month-end package used by executive management with analysis of month, quarter and YTD results compared to prior year and Budget.
- Managed a team of up to 3 individuals responsible for tracking and analyzing cost center spending in the areas of purchasing/procurement, warehouse, logistics, marketing and administrative expense.
- Loaded Annual Budget and Quarterly Forecasts in corporate consolidation system (TRAHQ) for US Sales Company and US Operations facilities.
- Drove results through development of standard KPI metrics, annual goal setting and results tracking
- Created a Profitability by Channel report using activity based costing to help management and sales channels see the full impact of our major customers and dealer channels including specific margin, specific costs and allocated costs.

Company Name City , State Accounting Supervisor 11/2010 to 10/2011

- Oversaw Month-end Close for 5 Sales Channels with Trade Revenues of \$550M Annually and Intercompany Revenue of \$225M Annually. Implemented 2 day Financial Close (down from 3 day) by working with IT to automate Journal Entries / Reports and creating an Access Database to assist in speed of financial analysis and standard Journal Entries.
- Hired and supervised Senior GL Accountant to assist in Month-end close, work on special projects and help enforce internal and quality control processes.
- Created Month-end and Quarter End reports for management and loaded monthly forecasts in Hyperion Reporting System.
- Oversaw Balance Sheet Reconciliations and managed US Accruals for Aircare (Warranty) Program, Promotions, Other Credits and COGS clearing account.
- Drove process improvements, efficiencies and profitability through working with cross functional teams including IT, Operations, Warranty and Order Management.

Company Name City , State Senior Productivity Analyst 03/2008 to 10/2010

- Coordinated Material Productivity reporting with Finance and Sourcing departments in 23 plants and distribution centers globally and conducted monthly Commodity Reviews with sector management. This included reporting on Actuals, establishing Forecasts and conducting Cross Functional Reviews with Finance and Sourcing.
- Worked with a Cross-Functional Multi-Sector Team as our Sector financial representative in Windchill Migration (Productivity Reporting System) by establishing financial guidelines, testing the system, training Super Users and coordinating training plan.
- Reported Sector Productivity and Material Inflation for \$2 Billion Costs including Pipeline Productivity Charts, Commodity Spend, Productivity and Inflation Reports, Waterfalls and Restructure Savings.
- Participated in Operations 2009, 2010 and 2011 Standard Setting and AOP Goal Setting for ITS Sector. Responsible for commodity analysis, PPV and L&OH Productivity Goal Setting.

Company Name City , State Audit Consultant 03/2007 to 03/2008

- Learned audit processes and control procedures through working on Internal Control Reviews, Oracle Implementation Reviews and Physical Inventory Exemptions.
- Received multi-culture and cross-sector experience by conducting audits for multiple locations and sectors including United States, China and Mexico.
- Conducted Sarbanes-Oxley Management Testing and Test Rationalization to improve SOX reliability and timeliness.
- Passed all 4 CPA Exams and received North Carolina CPA License while working full time during Audit Rotation.

Company Name City , State Financial Analyst / Senior GL Account 03/2006 to 03/2007

- Worked with Financial Analyst and management on 2007 Annual Operating Plan for Enterprise Services, as well as helped create the allocation model for the 2007 bill-outs to the Sectors.
- Performed month-end variance analysis of actual-to-forecast, actual-to-budget, and Year-over-Year variances, as well as ad-hoc and trend analysis as needed.
- Created monthly recurring entries and amortization schedules, entered month-end and year-end closing entries, and performed reconciliations. Responsible to oversee and analyze cost center spend and expense allocation.

Company Name City , State Cost Accountant 06/2005 to 03/2006

- Learned Inventory control procedures including tag control, observation and reconciliation during the Annual Physical Inventory and led inventory counts at 2 off-site warehouses.
- Developed an understanding of GL and forecasts while doing month-end close responsibilities including Sales & Use Tax computation, Inventory Reconciliation and ad-hoc reporting and analysis.
- Learned about costing parts such as raw material, WIP and Finished goods while working with cost accounting team to set 2006 standards for inventory made in the U.S. and Europe

Company Name City , State Sales Manager 01/2002 to 06/2003

- Developed leadership skills as a sales manager and agent for a fortune 500 Insurance Company.
- Trained new agents and ran a successful sales team of 2-3 Sales Associates.

Education

Masters of Accountancy : Accounting 2005 UNC-Charlotte , City , State , USA

Bachelor of Science : Psychology and Statistics 1999 James Madison University , City , State , USA

Certified Public Accountant

Skills

Excel, Access, PowerPoint, SAP, Oracle, MFG Pro, Hyperion, Khalix, TRAHQ