

SENIOR MANAGER -NATIONAL SALES FINANCE

Executive Profile

Ambitious [Job Title] 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

Skills Office software: MS Word, Excel, PowerPoint, Access Systems: Solar, Business Objects, PC Links General Ledger, FCI, FC Links, FEC, CORE, SAM

Professional Experience

Senior Manager -National Sales Finance

April 2005 to Current Company Name i¼ City , State

- Manage Consulting Services Group Money Manager reconciliations.
- Control National Sales revenue & expense accruals and deferral.
- Manage Litigation reserves and Legal accruals.
- Supervise month end close, balance sheet reconciliations, variance analysis and audit requests. Coordination of projects and production issues with FA Compensation Information Technology
- Organization & implementation of new product within FA Compensation Dept.
- Redefined & improved SOX controls and implemented self assessment of these controls
- Administer all FA Compensation security entitlements
- Manage Financial Advisor Trainee Compensation

Managed team of 3 of professionals.

Vice President-Wealth Management Controllers

January 2010 to Current Company Name i¼ City , State

Strengthened company's controls by managing the implementation of introducing broker to single broker dealer.

Senior FC Compensation Specialist

October 1997 to March 2005 Company Name i¼ City , State

- Review Amortization entries processed for Special Compensation & Deferred Compensation Programs
- Balance sheet review and sign-off for Special Compensation loans & Deferred Compensation awards
- Prepare Department Sarbanes Oxley control document and associated Risk Controls Assessment matrix
- Team project leader in the conversion of Compensation feeds to new People-soft platform Maintain general ledger payroll accounting department mapping table
- Work with Payroll Systems Support Team on service requests for any GL system modifications
- Establish, delete, and change name of GL accounts within the payroll accounting monitor centers
- Benchmark analysis of GL Accounts for payroll and tax accounting monitor centers
- Contribute to ongoing development of a web based system for tracking Special Compensation Loans
- Generate payroll feeds for special compensation income, taxes and inputted interest updates
- Analyze and review monthly and semi-monthly payroll feeds to the general ledger
- Monthly analysis of fringe calculation and eligible earnings for SB, Citibank, and Associates First
- Coordinated and produced audit schedules for internal and outside auditors
- Analysis of quarterly CAP dividend payments for all legal entities and posting entries to retained earnings
- Prepare daily trial balance reports for review and analysis of GL accounts for Payroll accounting
- Review all balance sheet schedules prepared by the Payroll Accounting Group
- Daily review of margin activity for various accounts and the feed to the general ledger
- Responsible for all P&L inquiries related to payroll feeds Monitored Front End Control (FEC) of Product Area feeders sent to the CORE commission system
- Communicated back to Product Areas on rejected and warned transactions for analysis and review
- Worked with Product Areas on development and maintenance of FEC feeders
- Prepared monthly control book reports and distributed to RFCC Mgmt, SB Controllers, and PCG admin.
- CORE commission system maintenance for blotters, departments, regions, FC numbers and GL accounts
- Reviewed and tested system enhancements/changes resulting from PCG commission policy changes
- Reconciliation of payable account for Citibank Private Bank gross production
- Supported FC Compensation Specialists with Business Objects and commission system related inquiries Daily trade review of prior business day's activity to ensure compliance with retail commission policy
- Processed account overrides and FC number overrides as approved by PCG Administration
- Reviewed and input various gross journal, net adjustments and Sales Assistant arrangements
- Ran adhoc business object queries for research to inquiries received from SB branch offices

Intermediate Accountant - Account Executive Compensation Dept

May 1989 to September 1997 Company Name i¼ City , State

- Generated and analyzed gross commission revenue reports for senior management
- Was responsible for calculation of Branch Manager Incentive Compensation (MIC)
- Monthly analysis of general ledger entries to identify and resolve variances from preceding months
- Administered the organization of a complete procedures manual for the department

Education

Business Administration : Accounting Pace University 1/4 City , State , US Pace University, New York, NY Majored in Accounting / GPA: 3.60

Degree: Business Administration, Dec '98 Series 7 and Series 63

Certifications

Series 7 and Series 63

Skills

Compensation, Sales, Balance Sheet, General Ledger, Audit, National Sales, Account Executive, Accountant, Executive Compensation, Litigation, Month End Close, Reconciliations, Sales Revenue, Variance Analysis, Gl, Sarbanes Oxley, Sarbanes-oxley (sox), Loans, Adjustments, And Sales, Arrangements, Journal, Retail, Retail Marketing, Sales Assistant, Accounting, Account For, Front End, Maintenance, Reconciliation, Finance, Security, Sox, Accounts And, Accounts For, Mapping, Payments, Payroll, Payroll Accounting, Posting, Systems Support, Tax Accounting, Topo, Web Based, Deferred Compensation, Access, Excel, Ms Word, Powerpoint, Word, Series 6, Series 7