

## FINANCE DIRECTOR

### Executive Profile

Dedicated and accomplished Finance Professional with extensive experience in FINANCIAL MANAGEMENT & BUDGETING seeks a management position where I can further enhance the achievement of an organization's objectives and targets. Experience in diverse industries includes financial services, retail, distribution, FORTUNE 500 and BIG 4 companies.

### Skill Highlights

Microsoft Office software (Excel, Word, PowerPoint and Access). Experience with accounting and financial reporting systems including Oracle, JD Edwards and Hyperion.

### Professional Experience

Finance Director , 01/2013 i¼ Current Company Name i¼ City , State

- Reports directly to the Vice President of Finance and supports the CFO organization with financial and strategic insight.
- Partners with and supports the SVP of Product & Marketing in the implementation of new product initiatives to the marketplace.
- Finance representative within the Executive Business Review Committee who provides value-added insight to senior management through financial modeling and analysis.
- Finance point person that collaborates with and supports the SVP of Sales and his team.
- Led the design and implementation of a more comprehensive incentive compensation plan that improved sales compensation effectiveness and minimized potential liability exposure to the company.
- Updates, analyzes and distributes key monthly financial metrics and reporting to business partners.
- Assists in the development of the annual budget and forecast process.
- Completes ad-hoc analytic requests as designated by the CFO and the VP of Finance to support senior management decision making.
- Develops, mentors and trains the Financial Analyst within the team.

Finance Manager , 01/2008 i¼ 12/2012 Company Name i¼ City , State

- Concord & Paypoint) Prepared and managed the annual budget, forecast and strategic long term plan process for the Concord & Paypoint divisions with revenue of \$225M.
- Administered and managed the National Sales compensation plans in a timely and efficient manner in order to accurately pay commissions totaling \$4M annually.
- National Sales representative on the PASO (Product Reporting & Sales Compensation Overhaul) project whose goal was to automate First Data's commission system.
- Reported to and supported the Vice President of Finance with financial direction.
- Developed and distributed monthly, quarterly and annual financial reporting to senior management.
- Responsible for all aspects of the month-end and year-end financial close process.

Finance Manager , 04/2005 i¼ 01/2008 Company Name i¼ City , State

- Cross Sales) Developed and managed the annual budget and forecast process for the Cross Sales division with revenue of \$57M.
- Implemented process improvements including streamlining operations which positively impacted the bottom line by \$1M.
- Supervised staff both directly and indirectly and provided leadership and direction to teams in the New York, Florida and Maryland facilities.
- Reported to the Senior Director of Finance and supported the Senior Vice President of Sales with a sales force of 300 sales reps.

Senior Financial Analyst , 04/2000 i¼ 04/2005 Company Name i¼ City , State

- Prepared annual budget for the Medical Products division with revenue of \$550M.
- Responsible for all aspects of month and year end financial close.
- Recipient of numerous Q inside the O (Quality inside Olympus) awards.

Financial Analyst , 01/1997 i¼ 04/2000 Company Name i¼ City , State

- Prepared annual budgets for the Medical and Industrial Products divisions with combined revenue of \$380M.
- Designed and distributed budget vs.
- actual reporting for 40+ department heads which enabled.
- improved monitoring and control of their respective budgets.
- Trained, supervised, and evaluated staff.

Financial Analyst , 03/1995 i¼ 01/1997 Company Name i¼ City , State

- Prepared annual budget with revenue of \$55M.
- Updated and distributed monthly partner's financial summary report.
- Maintenance of resume/skill/qualification database for a professional staff of 200, which assisted in developing future client proposals.

Financial Analyst , 10/1992 i¼ 03/1995 Company Name i¼ City , State

- Prepared annual budget with revenue of \$41M.
- Maintained payroll for 300 employees.

- Experience with ADP payroll systems.
- Trained, supervised, and evaluated staff.

Budget Analyst , 12/1990 i¼ 10/1992 Company Name i¼ City , State

- Public Relations & Special Production) Prepared annual expense budget totaling \$6M for 47 Macy's Northeast stores including several high profile events (i.e.
- the Thanksgiving Day Parade and the 4th of July Fireworks Show).
- Responsible for carrying out contractual obligations including the preparation and disbursement of appearance fees to various members of the Sports Entertainment Industry (MLB, NFL and NBA).
- Trained, supervised, and evaluated staff.

#### Education

1 1989 Hofstra University i¼ City , State Bachelor of Arts Economics Economics

#### Skills

accounting, ADP payroll, ad, automate, budgets, budget, client, database, decision making, direction, senior management, senior management, Finance, financial, Financial Analyst, financial modeling, financial reporting, Fireworks, Hyperion, JD Edwards, leadership, Director, Marketing, Access, Excel, Microsoft Office software, PowerPoint, Word, Oracle, payroll, proposals, Public Relations, Quality, reporting, Sales, strategic, year-end