

JANE SMITH

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VICE PRESIDENT/DIRECTOR OF FINANCE WITH 20 YEARS OF INDUSTRY EXPERIENCE

Business Analysis & Reporting/Revenue Maximization & Enhancement/Strategic Leadership & Collaboration

EXECUTIVE SUMMARY

An innovative, results-driven, and solutions-focused Finance Executive with a 20 year career demonstrating visionary leadership, progressive experience, and outstanding performance in business unit start-up, expansion, and financial management of multi-site, nationally, and internationally-based operations. Forward-thinking leader and enterprising problem-solver with tactical foresight and verifiable success identifying and capitalizing on growth opportunities, improving bottom-line performance, and optimizing organizational efficiency, productivity, and profitability through delivery of value-added systems, programs, and procedures. Articulate communicator and effective trainer with a direct and decisive management style that focuses on matrix teamwork and clearly defined mission and values for buy-in of all levels. Superior interpersonal, organizational, analytical, and critical-thinking skills with an innate ability to work in unison with customers, staff, and key internal/external stakeholders.

CORE COMPETENCIES

- *Strategic Planning & Execution*
- *Staff Supervision & Training*
- *Capital Investment Analysis*
- *Financial Modeling/Forecasting*
- *Corporate Accounting Practices*
- *Team-Building & Coaching*
- *Forecasting/Reporting/Analysis*
- *P & L/Cash/Credit Management*
- *Revenue Maximization/Growth*
- *Budgeting/Expense Controls*
- *Policy Creation & Deployment*
- *Pricing/Profitability Analysis*
- *Process Innovation/Optimization*
- *Project Planning/Implementation*
- *Systems Creation/Enhancement*
- *Group Collaboration/Facilitation*
- *Functional Change Management*
- *Program Design & Execution*

EDUCATION

Master of Business Administration - Lake Superior State University, Sault Ste. Marie, Michigan
Honors Bachelor of Commerce - University of Windsor, Windsor, Canada

DESIGNATIONS/SPECIALIZED TRAINING

- Certified Management Accountant
- Dale Carnegie Training ▪ Lean Training (2-Week Executive Course), University of Tennessee
- ABC Company Production Systems Training (1-Week at the ABC Company, Any Town Plant)

PROFESSIONAL EXPERIENCE

ABC Company Any Town, USA **Mar. 2008 - Present**

A leading health care company serving more than 75M people worldwide with annual revenues totaling more than \$100B.

Finance Director - Revenue Operations - Community and State (Jan. 2010 - Present)

- Maintained direct responsibility for revenue accuracy and adequacy, with a focus on revenue maximization, for eight (8) Medicaid programs with annual revenues totaling \$5B+.
- Oversaw a multi-location team of eight (8) Financial Analysts located throughout the United States.

Selected Accomplishments:

- Successfully led a revenue maximization team that identified opportunities in excess of \$40M to enhance revenue through effective data mining of information; collected in excess of \$12M, 2010 - Present.
- Conceptualized and implemented significant process improvement tools and established data mining capabilities; resulted in improved ability to identify revenue opportunities.

Finance Director - Ovations Business Unit - Medicare and Retiree (Mar. 2008 - Jan. 2010)

- Recruited to bring leadership and process discipline to a revenue accounting team of five (5) responsible for the oversight of \$30B.

Selected Accomplishments:

- Hand-selected by former ABC Company Senior Director; to move mission critical processes in short order.
- Performed as a key member of accounting transformation project team that was responsible for moving the accounting/finance function from Any Town to Any State over a two (2) month timeframe; designed and executed project plan, hired a local staff of forty (40), and facilitated the successful transition of work.
- Achieved significant improvement to process and control; reduced revenue portion of close process from four (4) days to less than one (1) while improving overall employee engagement.

PROFESSIONAL EXPERIENCE (CONTINUED)

ABC Company **Any Town, USA** **Apr. 2005 - Mar. 2008**

Senior Finance Manager - Reporting and Analysis - Cardiac Rhythm Disease Management (Jan. 2007 - Mar. 2008)

A global leader in medical technology with annual revenues of \$15B serving patients and partnering with medical professionals in 120 countries.

- Directed and coached a team of four (4); provided ongoing direction, leadership, mentoring, and support.
- Built out financial reporting for United States Sales, post-system implementation (SAP).

Selected Accomplishments:

- Implemented field P&L reporting for twelve (12) U.S. regions and 100 districts including linkages to compensation plans.
- Redesigned U.S. revenue reporting packages after major ERP upgrade (SAP) including report definition, testing, training, and distribution against tight time frames.
- Improved overall reporting and analysis capabilities including quality and timeliness of reports; implemented standardized reporting and a rigorous review process.

Senior Finance Manager - Controllers Group - Cardiac Rhythm Disease Management (Apr. 2005 - Jan. 2007)

- Directed day-to-day operations of a staff of four (4) tasked with supporting Executive Management with financial reporting on global results.
- Provided analytical support to Senior Leadership Team via numerous short-turnaround assignments.
- Led the annual planning cycle for Cardiac Rhythm Disease Management (CRDM) business unit.

Selected Accomplishments:

- Designed and implemented standard monthly and quarter-end reporting packages for global operations; significantly improved analysis of results and turnaround time after major ERP upgrade - SAP
- Created and deployed a six (6) Quarter Rolling Forecast Model including standardized reporting; process rolled out company wide as a best practice.

ABC Company **Any Town, USA** **Jan. 2001 - Apr. 2005**

Controller - North American Business Unit/Commercial Business Unit

A recognized global leader in the design, manufacturing, and marketing of solutions that help create a cleaner, safer world with annual revenues of \$600M.

- Implemented a financial reporting, planning, and analysis function, including the post-integration of sales forces, for a newly created North America business unit/acquisition in Any State; reported to the Senior Vice President of North America Sales and Marketing.
- Supervised a staff of twenty three (23) direct/indirect reports responsible for all finance operations including Financial Planning and Analysis, Fleet, Leasing, Pricing, Sales Force Compensation, Field Automation, Service Finance, and Marketing and Distributor Incentives.
- Reorganized the Sales and Service Administration function; increased value and performance of the group including Fleet, Leasing, Pricing, Sales Compensation, Dealer Incentive Group, and Field Force Automation and Support.
- Collaborated closely on the business side with regard to profitability analysis by customer, geography, and product in order to gain understanding of profitability of sales channels.
- Designed and implemented operational reporting including district level P&Ls; drove accountability to lower levels of the organization.

Selected Accomplishments:

- Identified annual savings in excess of \$2M in the Fleet Department through best practices.
- Instilled financial discipline, effectively implemented streamlined reporting processes, and successfully collaborated with operations to drive day-to-day business.

Additional Experience:

Plant Controller/Global Costing Manger/Senior Financial Analyst/Consultant, ABC Company, Any Town, USA, 1990 - 2001

TECHNICAL ADDENDUM/SOFTWARE KNOWLEDGE

- ERP (SAP and PeopleSoft) ▪ Hyperion Essbase ▪ Microsoft Office Suite

PROFESSIONAL AFFILIATIONS

- Institute of Management Accountants