

Financial leadership of accounting functions with expertise in budgeting / forecasting, cost accounting, and cash management. Proven problem solving and analytical abilities. Highest level of competency with Excel, JD Edwards, Hyperion, and other software tools. Team approach integrates efforts with those of other departments and maximizes impact of financial management and cost control initiatives. *Strategic and systematic approach to cost reduction and sustainable cash flow improvement.*

**BUDGETING/FORECASTING** Delivers accurate forecasts and budgets based on customized systems to project according to real data and market events. Financial statement preparation and reporting integrated with up-to-date forecasting to allow for monthly review by senior management and stakeholders.

**COST ACCOUNTING** Develops close working relationships at all levels in an organization in order to leverage expertise in cost control and reporting. Automates reporting systems and analyzes data to uncover areas of potential savings and improve accountability.

**CASH MANAGEMENT** Creates detailed, automatic revenue and expense tracking systems as foundation to effective cash management, even in difficult situations. Maintains credit and vendor relationships in tight cash flow situations while incorporating “no risk” cost reduction strategies.

#### EXPERIENCE

NBG COMPANY, Anytown, VA

2004-2011

##### **CFO / SVP Finance**

*Responsible for financial oversight and management of \$28M private manufacturer of Z-tubes.*

- Led conversion to new cost system with improved accountabilities, resulting in \$5K quarterly savings and improved profitability on sales of \$100K+. Involved employees to create ownership of changes and develop positive cross-functional working relationships.
- Negotiated new carrier contracts, saving \$128K over 2 year period.
- Prepared all related financial documents and met regulatory requirements for \$8M spin off with IPO. Created related deferred compensation and incentive plans for executive team.
- Determined market valuation of spin-off to within 95% accuracy of offering, ensuring integrity of business plan, pro formas, and market assumptions.
- Re-wrote protocol for \$5M+ contract bids, streamlining process and increasing margins.
- Organized all financial systems for Mexican subsidiary, completing all related tax returns for first year and incorporating transfer pricing model.

##### **Controller / Accounting Manager**

*Managed finances for 3 divisions totaling \$21M in revenue. Responsible for operating plans, annual forecasts, reporting functions, financial statements, and daily flash reporting.*

- Improved DSC’s growth in operating income from 5.3% in 2005 to 9.2% in 2007 by updating standard cost system, analyzing trends, and recommending efficiency strategies.
- Increased cash flow by \$800K average per quarter by consolidating and renegotiating long-term debt, contracting out facility services, and implementing automatic tracking systems for revenue and expenses. Changes afforded senior management increased flexibility.
- Renegotiated 3 primary vendor relationships, without sacrificing “loyalty factor,” to effect average of 5% or \$215K annual savings.

XDV COMPANY, Anytown, MD

1999-2004

**Cost Accountant**

*Performed cost functions for \$51M manufacturer of lab cabinets used in immaculate atmospheres.*

- Identified actual production costs for both material and labor, correlating recommendations for savings with monthly output targets. Recommendations implemented saved between \$5K and \$8K per month over 3 year period.
- Reduced scrap by 86%, utilizing lean concepts, for average \$28K in annual savings. Initiated idea of “efficiency committees” for each department, which eventually led to consolidation of lines and outsourcing of non-essential functions, resulting in additional savings.
- Researched and reported on market fluctuations impacting net margins of existing lines and potential impact on NPI efforts. Served on 7 person cross-functional team to develop strategies for addressing problems.

HGR, BMN, AND ASSOCIATES, CPAs, Anytown, MD

1996-1999

**Senior Accountant**

*Led audits and reviews of 49 profit and not-for-profit entities with revenues of up to \$15M. Prepared work papers, financial statements, and tax returns. Completed 240+ individual tax returns per year.*

VVN CORPORATION, Anytown, IL

1995-1996

**Junior Accountant**

*Maintained G/L, prepared monthly financials, projected cash flow, and reconciled bank statements.*

**EDUCATION**

**BS Business Administration**, CCV College, Anytown, IL

**AS Accounting**, BCQ Community College, Anytown, IL

**CERTIFICATION**

**Certified Public Accountant**, License #000000000, Virginia

**AFFILIATIONS**

Membership Director, Greater DC Chapter of the AICPA, 2008-2011

Member, Confederation of International Tax Practitioners, 2009-2011

Treasurer, Northern Virginia Regional Economic Development Group, 2006-2010