

Sample Financial Manager

Contact info

Summary of Qualifications

As a strategic financial manager, I demonstrate expertise in developing profitability modeling and tracking key performance indicators increases sales productivity. I support large-scale pricing strategies as cross-functional team manager by collecting, analyzing, forecasting and reporting data, and partner with senior management to communicate critical pricing indicators throughout all organizational levels.

Notable Achievements

- Managed development of business planning tool that improved sales team productivity by consolidating key accounts data
- Increased profitability by adding over \$4M in additional margin dollars
- Developed \$800M+ sales budget process that enabled double digit sales growth
- Innovated discount test to adjust discount levels to increase profitability
- Increased sales by \$15M through creation of special pricing process
- Developed annual compensation program that improved corporate culture by incentivizing sales force

Professional Experience

MSC Industrial Direct, Inc. Melville, NY

since 2000

Manager – National Accounts & Government Business Support

- Supports one of the industry's largest sales forces by developing financial and profitability modeling
- Manage Pricing and Special Pricing Agreement (SPA) Team's daily activities
- Responsible for creation and implementation of an \$800M+ Sales Budget
- Provides projection-based recommendations for national accounts and government deals of \$1M+
- Serves as subject matter expert to the pricing team
- Improve efficiency through development of enhanced workflow processes
- Liaise with IT to develop eProcurement workflow
- Responsible for the development and profitability modeling, as well as making recommendations for all National Account and Government Multi-Million Dollar Deals
- Developed work flow processes to support efficient use of the Pricing Team
- Integrated Profitability Modeling into the Pricing Team processes

Manager – National Accounts Administration

- Developed Sales Trend Analysis for key customers to determine opportunities for growth and cost savings
- Introduced Customer Profitability Analysis and Implemented for sales team
- Responsible for National Account and Government \$500M+ sales budget
- Provided expense budgeting, forecasting and reporting support for sales team

Senior Financial Analyst

- Developed financial models for Internet measurement product to enable possible partnerships

Coordinated 5 year long range strategic planning process

Arbitron Company, Inc., Columbia, MD

1998 – 2000

Senior Financial Analyst

- Coordinated 5-year strategic planning process
- Managed \$100M+ sales and expense budget
- Created financial models to support R&D efforts

Treasure Chest Advertising, Baltimore, MD

1995 – 1998

Senior Financial Analyst

- Created and rolled out Essbase sales and financial reporting package
- Managed capital process to ensure regulatory compliance

Education/Accreditation

University of Baltimore - Baltimore, MD

1994

MBA

Towson University - Towson, MD

1991

BA – Business Administration

CPA (inactive)

2000

Software Skills

MS Office Suite, Hyperion Essbase, SAP Business Objects, SAP WEBI, AS400, Cognos, JD Edwards