

Address, City, State Zip

(333) 585-6258 ~ maryjohnson108@gmail.com

SENIOR FINANCE EXECUTIVE

PROFIT MAXIMIZATION ~ BUSINESS OPTIMIZATION ~ COST CONTAINMENT ~ RISK MINIMIZATION

Intuitive strategist with extensive track record of transforming operational performance across multi-state platforms for private, publicly-traded, multi-million dollar corporations. Highly analytical with proven talent for developing relevant metrics and scalable solutions that produce economic value and ensure data integrity. Influence change agent with reputation for transcending boundaries and building cohesive partnerships across all organization levels.

AREAS OF EXPERTISE

- | | | |
|------------------------------------|---------------------------------------|-----------------------------------|
| ~ Strategic Financial Planning | ~ Accounting, Forecasting & Budgeting | ~ Compliance & Controls |
| ~ Operations & Efficiency Analysis | ~ Financial System Implementation | ~ Executive & Board Presentations |
| ~ Metrics Development & Reporting | ~ Process Improvements & Streamlining | ~ Team Development & Leadership |

PROFESSIONAL HISTORY**ENERGY COMPANY**, City, State, 2008 ~ Present*(Subsidiary of ABC, Inc., \$800M company with 500+ franchisees and 26 company-owned stores in U.S./Canada)***CONTROLLER** (2010 ~ Present)

Responsible for driving organization's fiscal health, profitability and stability through management of all financial functions, including A/R, treasury, insurance, inventory, reporting, risk and controls, and compliance.

Key Responsibilities:

- Collaborate with senior executive team and key stakeholders in strategic planning, budgeting, forecasting, and efficiency analysis of 26 multi-state franchise businesses.
- Provide daily leadership, direction and motivation to Treasury Manager, A/P Manager, Finance Manager, Senior Risk & Control Analyst, Retail Controller, and 55 indirect reports.
- Oversee Risk Register, conduct rigorous monthly reviews of financial statements to ensure accuracy, timeliness and protection of assets and backup of financial reporting, and maintain relations with external auditors.

Key Contributions:

- Implemented financial system that enabled company to grow revenues from \$200M to \$243M.
- Sustained work environment that inspired optimal performance during cut backs and regionalization.
- Identified key metric irregularities and created accounting controls, policies, procedures, mechanisms and reconciliations that streamlined reporting from all 26 centers while improving DSO and reducing inventory.
- Developed curriculum/agenda for annual presentation conferences and coordinated events that generated team engagement, helped bridge communication gaps, and provided forum for sharing best practices.

VICE PRESIDENT OF FINANCE (2008 ~ 2010)

Hired with sole responsibility for engaging Regional VPs and GM in evaluating fiscal function and performance, creating dashboard metrics, reviewing staff growth and development, and creating long-range goals, objectives and strategies for improving business modeling, forecasting, profitability and cost control.

Key Contributions:

- Played integral role in due diligence team that drove acquisition process/deadlines and successfully completed sale of subsidiary to parent company for \$183M.
- Transitioned 'transactional-minded' staff into 'contributory consultants' and provided training and leadership that bonded accounting groups with improved communication and involvement in less than one year.
- Initiated collaborative review of monthly reporting, which increased accountability among 26 center managers, and instituted proper controls that dramatically increased reporting accuracy and consistency.
- Developed rolling 'intuitive' user-friendly forecast model that replaced annual business-halting project and improved sales forecasting, marketing planning and staff allocation for seasonal operations.
- Improved bottom line management by initiating review of equipment usage, trending of historical variable, fixed and direct expenses against percent of sales, and creation of cost saving strategies.

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ADDITIONAL EXPERIENCE**EMPLOYEE ORGANIZATION, City, State****VICE PRESIDENT OF FINANCIAL PLANNING & ANALYSIS**

Grew leadership responsibilities from three to 12 staff and directed all aspects of budgeting, financial planning and forecasting for publicly traded company with over \$600M in annual sales.

Key Contributions:

- Formulated interactive 5-year P&L forecast model that addressed early performance indicators and drove business in alignment with strategic financial/operating plans.
- Led cross-functional creation of \$140M operating budget and subsequently created/managed \$50M expense budget for Field Sales, Service and Marketing Departments.
- Evaluated results of branch business and developed best-in-class model that resulted in closing of four non-profitable branches and realistic stretch targets for remaining offices.
- Recommended \$7.5M in cost containment opportunities encompassing field reorganization/staff reductions.
- Identified and presented emerging trends to C-level Executives and provided metrics that supported team's earnings calls and Board discussions.

DIRECTOR, FINANCIAL PLANNING & ANALYSIS

Interfaced with VPs of key finance team to strategize elimination of current/future variances during changeover to new retirement plan and spearheaded development of financial reports to improve decision-making process.

Key Contributions:

- Created dashboard reporting program that enabled company to analyze wages/claims that directly contributed to P&L performance.
- Established new standardized reporting protocols that improved integrity of all financial data and developed cross-training matrix that ensured efficient coverage/backup for financial activities.
- Constantly analyzed and developed assumptions of business volumes for reasonableness and consistency.

DIRECTOR, RISK FINANCE

Played key role in transitioning guaranteed cost workers' compensation program to loss-sensitive program and instituted company's first dashboard reporting process that analyzed wages, claims frequency, business mixes, medical/incidents and loss triangles. Additionally supervised annual audits for monopolistic states.

FOUNDATIONAL EXPERIENCE**GLOBAL HR / FINANCIAL CONSULTING FIRM, RETIREMENT PLAN CONSULTANT****PRIVATELY HELD RETAIL DEPARTMENT CHAIN, TAX MANAGER****PUBLIC ACCOUNTING FIRM, P.A., SENIOR TAX ACCOUNTANT****EDUCATION****ABC UNIVERSITY, BACHELOR OF SCIENCE, FINANCE****XYZ UNIVERSITY, BACHELOR OF SCIENCE, ACCOUNTING****BOARD MEMBERSHIPS & ASSOCIATIONS****FINANCIAL EXECUTIVES INTERNATIONAL****INSTITUTE OF INTERNAL AUDITORS****WOMEN'S RESOURCE CENTER**