

CATHY CLIENT

Relocating to Seattle, Washington

123.456.7890 | CathyClient@email | [LinkedIn.com/in/cathyclient](https://www.linkedin.com/in/cathyclient)

SENIOR FINANCIAL EXECUTIVE

EXECUTIVE SUMMARY

Highly accomplished Financial Director with extensive experience leading all facets of financial operations for a large, global corporation with **revenues of \$19B+**, generating millions in profit growth and through cost reductions. Exceptional at defining and aligning financial plans with business strategy by incorporating portfolio management, restructurings, acquisitions, investments in innovative products and solutions, and cash generation. Passionate, proven leader who effectively develops and leads cross-functional teams, empowering each staff member with the tools and confidence to achieve aggressive business goals.

Areas of expertise include:

Financial Management and Analysis | Profit & Loss (P&L) Optimization | Revenue Growth | Strategic Investment
Cost Savings | Strategic Planning | Trend Anticipation and Forecasting | Performance Improvement / Metrics
Cash Management | Capital Allocation | Portfolio Management | Team Leadership | Customer Relationships

PROFESSIONAL EXPERIENCE

FORTUNE CORPORATION, City, State

Director, *Corporate Financial Planning & Analysis, 2013–May 2017*

Oversee all aspects of financial management through budgeting and forecasting, business analysis and modeling, cash management, corporate target setting, and strategic planning.

- Involved in portfolio management (acquisitions and divestitures), strategic investment in new offerings and products, capital structure and allocation, and cost-out initiatives.
- Build and lead a team of 12 professionals, including Senior Finance Managers and Financial Analysts, and hired and trained college staff members.
- Prioritize and re-direct RD&E investments from legacy businesses to growth areas or realign to be in concert with long-term strategy.
- Developed financial scorecards and key performance indicators (KPIs) to measure growth benchmarks, profitability, and return on invested capital goals.
- Created a 10-year Three Financials Statements and discounted cash-flow model use for strategic planning, business valuation, and portfolio management.
- Create metrics and goals for short- and long-term executive compensation.
- Establish and implement currency hedging strategies in collaboration with the Treasury Department to protect top and bottom lines from foreign currency volatility.
- Collaborate with Mergers & Acquisitions (M&A) to ensure synergies realized per acquisition business case.

Key Accomplishments

- **\$300M in annual savings** by providing management of corporate initiative to redirect and optimize strategic investments.
- **One percentage point improvement of Services' margin** by recommending and driving key cost-out initiatives, overseeing portfolio, and implementing effective acquisition strategies and delivering on synergies.
- **Oversaw financial aspect of a \$1B business divestiture**, ensuring maximum value generation from the deal and elimination of stranded costs.
- **Manage \$100M+ of annual restructuring initiatives** to ensure cost kept pace with revenue.
- Direct and implement comprehensive Hyperion Planning Solution project worldwide including a 12-month driver-based rolling forecast.

Manager of Cash Performance, *Corporate Financial Planning & Analysis, 2010–2013*

- Oversaw and conducted planning and implementation of worldwide initiatives for cash management.
- Developed and implemented financial reporting, metrics, and benchmarks to assess business unit performance for cash generation, capital intensity, and return on invested capital.

Manager of Cash Performance | FORTUNE CORPORATION – *Continued*

Key Accomplishments

- Successfully achieved cash generation and capital allocation goals including stock repurchase program, acquisitions, and debt repayment to maintain investment-grade rating.
- **\$250M annual improvement of cash generation** by improving working capital management, optimizing capital and contract expenditures, and converting noncore assets (especially real estate) into cash that can be re-invested in the business or returned to shareholders.
- **Preserved \$150M+ of cash reserves** by negotiating 35 to 50 days extended pay terms with most vendors.
- Negotiated implementation of Vendor Managed Inventory with key suppliers and simplified product portfolio to minimize inventory, reduce obsolescence cost, and optimize profitability and cash cycle.
- Reduced slow-moving inventory by developing and implementing “Sell What You Have” initiatives.
- Implemented and managed a strict exception process to approve extended pay terms to customers.
- Created strategies and managed SWAT teams to optimize cash position during difficult economic periods or in stressed geographies.

Financial Operations Manager, *North American Channels Operation, 2008—2010*

- Managed all aspects of profit and loss statement with revenue of \$1.5B to \$2B.

Key Accomplishments

- **\$100M profit growth achieved** through channel coverage optimization, mix management, compensation, and pricing strategies.
- **Achieved 4 points improvement in return on sales** by transforming cost infrastructure and reducing complexity, being recognized as the most profitable sales channel.

Financial Planning & Analysis (FP&A) Manager, *U.S. Equipment Profitability, 2006–2008*

- Managed equipment revenue and profitability of \$1B for direct/indirect sales operations across the U.S.
- Developed models to quickly pinpoint and address root causes of gross margin performance at the products and offerings level.

Key Accomplishment

- **Increased gross margin by 1 point** amidst competitive pressure through revenue mix management, configuration simplification, and pricing and compensation strategies.

Controller, *High-End Manufacturing, 2003–2006*

- Improved and achieved overall profit goals and quality objectives by implementing Lean Six Sigma methods.
- Managed a team of 10-15 Financial Analysts, conducting all aspects of accounting and financial planning of the worldwide production systems and manufacturing operations.

Key Accomplishments

- **\$97M product reduction costs** by optimizing labor and overhead and reducing material costs through re-design and sourcing initiatives
- Awarded 2005 Assembly Plant of the Year from Assembly Magazine

EDUCATION / CERTIFICATIONS

Master of Business Administration (MBA) in Finance

State University of Rochester, City, State

Master of Science in Accounting

Bachelor of Arts in Accounting

Big City College, City, State

Chartered Professional Accountants of Canada (equivalent to U.S. CPA)

Chartered Accountant Final Uniform Evaluation, Honor Roll

Lean Six Sigma Green Belt certified