

Areas of Expertise



Financial Infrastructure and Overhead Analysis
Analysis of Processes for Efficient Operations
Key Performance Indicators

Industries

Construction, Distribution, Family Office, Pharmaceutical, Real Estate Investment, Service, Staffing, Non-Profit

Positions Held

Managing Director, Nimble Leader

Price Turner CFOs – CEO

Bringing Hope Home – COO

AmerisourceBergen – Program Management Officer / IT Finance & Compliance

IKON Office Solutions – Director HR & Financial Systems

Bracco Diagnostics – Director Accounting and Operations

Certifications

Certified Public Accountant – PA

Chartered Global Management Accountant

Education

Rutgers, The University of New Jersey – MBA

University of Delaware – *Summa Cum Laude*, BS in Accounting and minor in Computer Science

Volunteer Experience

Upper Main Line Rotary Club – Treasurer

The Main Line Chamber of Commerce – Ambassador

Beacon – Professional Services Sub-Group Chair

Personal Brand | Experiences and Successes

Operational Accounting | Real-World Business Acumen

Core Value: Operational efficiency, improved controls; delivered with integrity

Financial Infrastructure and Overhead Analysis

- Created a full year budget and monthly update of an 18-month rolling projection for multi-million-dollar company to utilize various business financing. Cash flow improved 20% and interest expense declined 50% year-over-year.
- Developed strategic forecasts modeling for multi-billion-dollar pharmaceutical company, used by 70 international entities, with numerous variables, foreign currency and compound projections.

Analysis of Processes for Efficient Operations

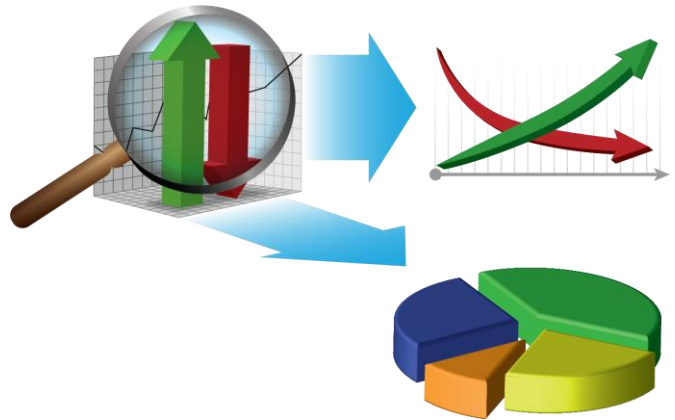
- Reengineered accounting processes, resulting in increased accuracy of data, automation of payment application, improving Accounts Receivable Days Sales Outstanding, increasing cash flow by 45%.
- Analyzed and implemented financial and purchasing integrated applications for divested division of a pharmaceutical company, resulting in a fully functional accounting department and operating procedures for a \$300M company. Cash flow improved 10%.
- Managed team of 20 consultants and employees as part of company wide transformation project to replace over 55 systems with ERP systems and integrated technology, resulting in annual savings of \$5 million.
- Implemented HR self-service technology in a multi-billion-dollar distribution company, saving over \$2 million annually.

Key Performance Indicators

- Created a system with formal, standardized procedures and metrics, providing Return on Investment in a quantifiable, auditable process, increasing credibility with funding sources, and increasing private and corporate funding 20% within 6 months.
- For a non-profit organization, improved net contributions from fundraising events from 80% to greater than 90%.
- Developed Key Performance Indicators for high-end moving company, with focus on project profitability and revenue per employee. Based upon review of Key Performance Indicators, modified the staffing model for the company, resulting in 20% improvement of net income in 6 months.

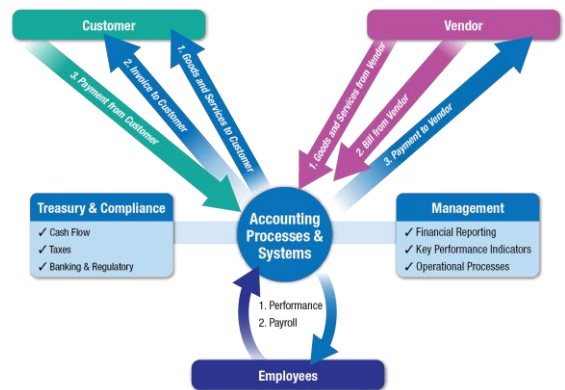
Financial Infrastructure and Overhead Analysis

- Deep Dive P&L Analysis
- Quantify Immediate Cost Improvements
- Realistic Assumptions; Projection Modeling



Analysis of Processes for Efficient Operations

- Identification & Analysis
- Process & Control Improvement
- Operational Efficiencies



Key Performance Indicators

- Earnings Before Interest and Taxes
- Contribution Margin
- Product Profitability
- Revenue Concentration
- Return on Investment
- Accounts Receivable Turnover
- Working Capital

