

Summary

Proven senior financial management executive with track record of maximizing efficiency and productivity to create smart growth and generate cash. Directed financial management teams for numerous companies. Built robust operational systems that reduced costs and increased efficiency. Led strategic and annual financial planning processes in partnership with C-level management. Focus on people and relationships to build trust among different stakeholders.

Accounting and Reporting

Financial Planning & Analysis

Operational Execution

Experience

Profitwyse

2012 to Current

CFO-services firm, providing affordable senior financial management to privately-held businesses

Managing Director, Los Angeles

Provide CFO services to owners of privately-held companies helping them develop and achieve their financial goals. This includes implementing more effective processes and tools to address deficiencies the following areas: strategic and financial planning, accounting close and financial reporting, personnel development, cash management and forecasting, order-to-cash processes, cost improvement programs, succession planning and data analytics.

Resource Planning Solutions

2009 to 2012

Corporate performance management consulting firm

Managing Director, Los Angeles

Started corporate performance management consulting practice focused on helping small-to-midsize companies implement planning, reporting and analytics capabilities that improve their overall profitability, working capital utilization, cash flow management and operational efficiency.

Operational Performance & Execution

- Coordinated cost accounting and inventory management aspects of client's SAP conversion including business requirements development, WIP cutover execution, SAP BW oversight and GL conversion.

Accounting & Reporting, Financial Planning

- Implemented integrated planning solution for several clients in Internet and Manufacturing industries.
- Designed and validated client's inventory (\$60M+ @ standard cost) conversion process, identifying more than \$3M in potential inventory adjustments that were corrected.

Boston Scientific Corporation (BSC)

1997 – 2009

Develops, manufactures, and markets medical devices used for interventional specialties worldwide

Director of Finance, Los Angeles (2005 to 2009)

Consolidated and analyzed periodic operating plans for \$300M+ division of BSC (50+depts./locations in US, Japan, Europe & South America), with two Senior FP&A Managers. Led financial aspect of \$1.5B divestiture, coordinating with Corporate Legal and senior management on many parts of transaction. Post divestiture, as the interim Operations Finance Director, successfully integrated acquisition's manufacturing finance processes into BSC systems while training employees with MBAs and CPAs.

Operational Performance & Execution

- Improved accuracy and accountability of forecasting and financial reporting by transitioning planning systems from Excel-based workbooks to more sophisticated Hyperion planning tool.
- Analyzed and revamped business planning processes (annual and quarterly planning cycles) for budgeting and strategic planning, improving decision making and productivity, including implementation of detailed revenue and gross profit models, increasing the accuracy of gross margin forecasts.
- Identified >\$2M of cost savings, during each budget cycle, needed to meet Corporate targets.
- Set up operational metrics and dashboards used to implement direct cost reductions of 5%.
- Led development of standard costs, overhead rates, absorption forecasts, direct labor rates, inventory control processes, cost and yield reduction goals and cycle counting programs.

Accounting & Reporting, Financial Planning

- Coordinated financial oversight of \$1.5B divestiture, which consisted of BSC returning two of four business units back to the principals. In support of divestiture, created pro forma financial plan used to monitor working capital measures, delivered quarterly management financial analysis on divestiture to BSC Corporate, established post-split Transitional Service Agreement accounting, and administrated capital replacement program for fixed asset segregation.
- Provided strategic direction on corporate goals, as well as guidance relating to cost accounting, business management, planning systems and R&D cost management.
- Trained CPA staff on manufacturing operations management and SAP cost accounting.

Director of Finance/Plant Controller, San Diego (2001 to 2005)

Managed staff of 12 responsible for all aspects Finance and IT for a plant generating \$150M in revenue.

Operational Performance & Execution

- Transitioned acquired Sales, Distribution, Marketing and other functions to BSC units as directed.
- Created financial models for allocating factory overhead to products based on business drivers, resulting in more accurate contribution margins.
- Implemented R&D project management and reporting tools used to perform financial analysis and report to Product Investment Board.

Accounting & Reporting, Financial Planning

- Implemented process improvements that reduced accounting close from 20 days to 4 days.
- Converted cost accounting from average costing methodology to standard costing.
- Managed inventory revaluation, quarterly E&O review and cycle counting processes.
- Coordinated internal and external auditing as well as SOX assessments and remediation.

Senior Manager, Planning & Analysis/Asst. Controller, San Jose (1997 to 2001)

Built/managed team in Accounting and FP&A for \$75M division of BSC, including payroll, audit, inventory management, cost accounting, forecasting, strategic planning, facility planning.

- Identified trends and issues, providing forecasts and analyses, assisting executives in strategic planning and business improvement initiatives.
- Implemented capitation sales contracts and maintained contract compliance systems.
- Modified financial reports using internal databases, reducing workload.

Northrop/Grumman (Formerly TRW Space & Defense)

1980 to 1996

High-technology aerospace firm specializing in satellites, military electronics and software systems.

Division Business Manager, Sunnyvale (1995 to 1996)

- Managed team of 5 responsible for forecasting, analyzing and presenting financial results for \$170M division, including backlog updates, proposal support, DCAA support, overhead pool management.
- Developed Excel-based program used to automate planning for sales awards, revenue, overhead, manpower and gross profit planning.

Division Financial Planning Manager, San Diego (1992 to 1995)

Laboratory Business Manager, San Diego (1987 to 1991)

Senior Business Administrator, San Diego (1982 to 1986)

Business Analyst/Administrator, Redondo Beach (1980 to 1981)

Education

San Diego State University

1980

Bachelor of Science in Business Administration, Minor Computer Science

Systems Expertise

Analytical Tools: Cognos PowerPlay, Impromptu, Hyperion Pillar, Adaptive Insights

Business Productivity Software: Excel (expert), Access (expert), SQL (advanced), PowerPoint (advanced), PowerPivot (advanced)

Accounting & ERP Systems: SAP R3, QAD, Dataflow, AccPac, MISys, Fishbowl, QuickBooks and others