

First Last, MBA

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Finance Director

DATA-DRIVEN STORYTELLER | INNOVATIVE PROBLEM-SOLVER | PEOPLE CONNECTOR

Versatile leader with a unique ability to use data in combination with research to understand complex concepts and communicate the story behind the numbers in a way that is easily digestible. Proven record for driving corporate transformations, cost reduction, and cash flow benefits through analytical rigor, process improvements and formation of cross-functional alliances.

AREAS OF EXPERTISE

- ◆ Project Management
- ◆ Competitive Analysis
- ◆ Business Development
- ◆ Investor Relations
- ◆ Margin Expansion
- ◆ Mergers & Acquisitions
- ◆ Market Research
- ◆ Expat Experience
- ◆ Operational Efficiency
- ◆ Variance Analysis
- ◆ Strategic Partnerships
- ◆ Budgeting & Forecasting
- ◆ Tableau
- ◆ Oracle & SAP
- ◆ SQL
- ◆ Salesforce

PROFESSIONAL EXPERIENCE

Nike, Inc. (NYSE: NKE)

Beaverton, OR

World's largest supplier of athletic shoes, apparel, and equipment.

Finance Manager; Margin Planning (downsized COVID-19)

Dec. 2019 – Jul. 2020

- ◆ Identified margin expansion opportunities within Nike's Equipment division and forecasted the 3-year strategic finance plan that influenced profitability, optimized pricing margins, and **increased operation gross profit margin targets by +20bps**.
- ◆ Created a comprehensive target analysis tool that aided in the design decision-making process by outlining investment scenarios and identifying trends, risks, & opportunities in the portfolio – tool adopted by all 17 of Nike's business franchises.
- ◆ Worked cross-functionally to translate strategic margin plans into seasonal Gross Pricing Margin targets, ensuring alignment with leadership and equipment product creation teams.

Vivint Smart Home (NYSE: VVNT)

Salt Lake City, UT

World leading public smart home company that creates feature-rich, wireless home security systems.

MBA Associate; Business Development & Marketing (company sold)

Apr. 2018 – Jun. 2019

- ◆ Grew multiple retail partnership pilot programs to over 300+ stores nationwide and **added \$168m in new organic revenue, accounting for ~14% of total revenue**; simultaneously enrolled in a demanding 2-year full-time MBA program.
- ◆ Identified and pursued a significant partnership opportunity between Vivint Smart Home and Driven Brands where I brokered meetings between the C-Suite executives with the outlook of adding 3,100+ new retail stores nationwide.
- ◆ **Improved quarterly retail sales by 12%** with rollout of new sales methodology that pivoted away from in-store sales to free in-home consultation appointments where final sales were made in the home and not in the store.

Mavenir (formally Xura Inc.; NASDAQ: MESH)

London, U.K.

Leader in end-to-end cloud-native 4G and 5G network software provider for Communication Service Providers.

Director; Investor Relations, Treasury, & Capital Markets (relocated back to the U.S.)

Nov. 2015 – Jan. 2017

- ◆ **Reported to CFO** and served as the **primary liaison between the company and its investors**; followed up with investors following a public announcement or earnings call and traveled to meet with top investors and funds on a quarterly basis.
- ◆ **Managed and mentored a 4-person global team** based in the US, UK, and Israel; led my team through cashflow initiatives that improved cash reporting capabilities from monthly to daily views; sale was contingent on cash position.
- ◆ Partnered with the FP&A, Business Development, and Operations teams to create and execute strategic repositioning, and restructuring strategies; \$211m outsourcing deal, \$272m divestiture, \$400m acquisition, and \$643m sale of the company.
- ◆ Improved transparency with the investment community by creating an IR webpage, company's first supplemental investor packs, and leading non-deal roadshow; Trading volumes and market cap. increased +50%.

Senior Manager; Investor Relations & Capital Markets

May 2015 – Nov. 2015

- ◆ Partnered with FP&A team to reset guidance for key metrics and communicated the company outlook and strategy to Wall Street; through effective leadership, Revenue and EBITDA targets were met throughout 2015 – a company first in (4) years.
- ◆ Governed the rebranding and re-tickering of the company to Xura, Inc. with subsequent trading on Nasdaq under the new ticker symbol, MESH – rang NASDAQ closing bell on Wall Street with the executive after the announcement.
- ◆ **Tripled research coverage on MESH stock** from one firm to three and released new non-GAAP metrics which helped both buy- and sell-side analysts improve valuation and modeling of company - **target share price increased +21%**.
- ◆ Developed and communicated all external messaging relating to company strategy, financial outlook, quarterly earnings, M&A activities, and other public announcements for its customers and investment community.

American Tower Corporation (NYSE: AMT)

Boston, MA

Global leader in wireless infrastructure; real estate investment trust (REIT)

Senior Financial Analyst; Reporting & Compliance (career advancement)

Sep. 2014 – May 2015

- ◆ **Spearheaded revenue modeling in the \$5.1b acquisition of 11,489 tower assets from Verizon** - largest in industry history.
- ◆ Improved days of sales outstanding (DSO) by 5 days; collaborated with legal team to reduce contract collection terms from 45 to 30 days and refocused the receivable teams' efforts on collections of largest past-due accounts and A/R's exceeding \$25k.
- ◆ Built peer benchmarking analysis (e.g. Crown Castle International, SBA Communications), to assess growth performance and competitive risks - held monthly one-on-one meetings with U.S. executive team to provide competitive outlook.

Financial Analyst; Reporting & Compliance

May 2014 – Sep. 2014

- ◆ Automated month end reporting and expedited the financial close timeline by 2 days which allowed for deeper analysis by our FP&A team on shorter timelines.
- ◆ Worked cross functionally with IT to improve financial reporting and data integration to new reporting systems, Oracle R12, following numerous large tower asset acquisitions.
- ◆ Prepared monthly financial and operational packages including the business narratives and headwinds for executive team.

Parexel International

Greater Boston, MA

Global clinical research organization (CRO) and provider of biopharmaceutical services.

Financial Analyst; FP&A (career advancement)

May 2013 – May 2014

Financial Project Manager II

Jun. 2012 – May 2013

Financial Project Manager I

Aug. 2010 – Jun. 2012

EDUCATION & CERTIFICATIONS

UNIVERSITY OF UTAH, Salt Lake City, UT | Aug. 2017 – Jun. 2019

MBA, Emphasis in Strategy

PROVIDENCE COLLEGE, Providence, RI | Aug. 2007 – May 2010

B.B.S., Finance

VILLANOVA UNIVERSITY, Villanova, PA | Issued: Apr. 2013

Lean Six Sigma Green Belt (ICGB)