

PROFESSIONAL STATEMENT

Finance leader with 15 years of experience and **Active Secret Clearance** converts finance challenges into competitive advantages for companies through vision, execution, and inclusive leadership

FINANCIAL EXPERTISE

- Financial account management
- Variance Analysis and Data Analytics
- Financial Planning & Analysis
- Contractual Compliance and Reporting
- Budget and Forecasting
- Building and Managing Teams

WORK EXPERIENCE

ActionNet LLC, FAIRFAX, VA

2020 – Present

A \$800M Woman-Owned Government Contracting Organization with 600 employees

I partner with the Vice President/Business Unit Owner and Program Managers to meet and exceed program financial goals while ensuring compliance with regulatory and audit statutes

Senior Executive Business Manager

- **As a Key Member of the Finance team**, tracks and assesses the financial health of complex **DoD-related programs worth \$80M** for FFP, T&M, CostPlus, and LH contract-types
- Leads financial planning & analysis process to support revenue recognition analysis and strategic planning of booked business and new business opportunities for long term initiatives
- Performs deep dive and financial analysis modeling on multiple government programs to assist Program Managers in executing financial program goals, improved funding optimization, increased profit margins, and workshare resource requirements
 - **Improved profit margin by 10 percent on the largest engagement in the DoD sector within 6 months**
- Ensures timely and accurate delivery of all required financial reporting deliverables on a monthly, quarterly, and annual cycle (including required presentations in meetings) for both internal and external customers
- Manages utilization and financial productivity of vendors and subcontractors, monitors and verifies costs to maintain funding requirements
 - **Reduced DSO from 90 days to 60 days**
- Subject matter expert in support of multiple financial tools such as CostPoint, FocusPoint
- Identifies inefficiencies in forecasting processes and developed process improvements resulting in cost savings and improved resource utilization across the business unit

EXOSTAR, HERNDON, VA

2019 – 2020

A \$100M SaaS Private Sector Company with 200 employees

Appointed as the Finance SME to improve engagement profitability while driving finance strategy for the company

Lead Project Controller

- **As a member of Executive Level Team including the CEO, CFO, and Corporate Controller**, performed the monthly Financials Budget to Actuals analysis, forecasting, and variance for management review sessions
- **Created policy for enterprise-wide use time keeping** to accurately capture both internal and external labor costs on project engagements **resulting in the elimination of inefficiencies while increasing employee productivity**
- Evaluated historical data for use in maintaining a realistic basis for future planning and forecasting that set growth targets for different accounts
- **Designated SME on how to use tools and processes to accomplish core PM activities**. Provided expertise and acted as a resource to stakeholder teams on “how to” apply the tools, processes and practices to the given project
- Created an effective Project Status Report template for revenue, cost, and profit management to support Program Managers in providing financial analysis

ACUITY, LLC, WASHINGTON, DC

2015 – 2019

Lead Financial Consultant

- Led the budget formulation and execution in a PMO to manage the business programs & projects to meet financial agency objectives, and cost/risk reduction yet while protecting mission-critical functions via financial analysis and cost management efficiencies
- Created custom financial tracking models, enabling monitoring and the presentation of key performance indicators and data points for executive client consumption and strategic decision-making needs
- Led the planning, development, testing and implementation of new budget systems, programs and databases such as CloudCheckr and AWS CostExplorer

INDEPENDENT CONSULTANT

2014 – 2015.

Financial Advisor

- Developed realistic profit goals for clients by creating reasonable growth strategies based on market conditions
- Developed long-term financial models for operational success and profit margin improvements
- Created financial templates based on customer needs resulting in increased profitability and productivity

SRA INTERNATIONAL, FAIRFAX, VA

2009 – 2013

Senior Business Operations Analyst

- Supported executive management with developing program budgets and providing projected budget information to finance and accounting using Enterprise Planner
- Prepared and provided financial analysis for Business Program Review (BPR) and Internal Project Review (IPR) for high-profile clients within Department of Defense and Department of Homeland Security
 - **Enabled leadership to lower costs and improve the profitability of the programs with an average of timely revenue recognitions of all billable costs and profit margin improvements by at least 20%**
- **Trained and managed team of 2 junior analysts** on core functions of revenue recognition, financial forecasting, subcontractor management and monthly variance analysis to corporate and program management
 - **These actions improved the financial health of the contracts and initiated recognition of the financial and accounting value added to the programs within the portfolio**

CVP, INC, FAIRFAX, VA

2007 – 2009

Senior Business Analyst

- **Exceeding profit margin projections by 10%** against the budgeted financial metrics by evaluating continuous cost management and conducted budget strategy reviews, using internal financial model for contract execution plans
- **Implemented cost saving methodologies and techniques** with the Project Managers to create cost deficits of less than \$5K on average per contract

ICF INTERNATIONAL

2006 – 2007

Project Controller

- Managed monthly revenue recognition, invoicing, and closing on all government and commercial projects
- Maintained and monitored the profitability analysis of all projects under assigned practices, achieving success higher than bid profit margins for projects by a minimum of 5% all within scope and time

EDUCATION

- **Masters of Business Administration (MBA)**, Johns Hopkins University, Baltimore, MD
- **Bachelors of Science (BS)**, Finance, George Mason University, Fairfax, VA
- **Certified Scrum Master CMMI** for MS Office Suite