

JOHN SMITH

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QUALIFICATIONS SUMMARY

Seasoned **Financial Analyst** with more than 13 years of increasingly responsible employment with several large corporations and one securities bank seeks position as **Finance Manager**. Diversified, progressive experience in the analysis of financial / economic data supporting enterprise decision making including marketing and investments; financial planning, forecasting, and modeling; company valuation; credit underwriting; and portfolio management.

PROFESSIONAL EXPERIENCE

Senior Financial Analyst, NAME OF COMPANY, Anytown, ST

2000 - Present

- Successfully secured \$100 Million in additional funding by developing a profitability / financial viability model of company's 350 stores
- Evaluated and recommended an in-house delivery system in Anytown, ST, which resulted in a \$200,000 annual savings by eliminating need for outside carrier
- Created an optimal staffing model for stores resulting in annual payroll work hours savings of 20%
- Streamlined the corporate planning process, creating a centralized planning platform that reduced budget preparation time by two weeks despite the budget doubling in size over a two-year period
- Conducted cost benefit analysis to outsource the store's in-house packaging facility resulting in a \$1.5 million savings
- Produce annual budgets exceeding \$500 million and forecast models on a departmental, business segment and consolidated basis working with functional department heads and senior management
- Analyze and interpret monthly variances and trends between budgets, actual and prior results in developing projections and forecast
- Track and review gross and net sales including gross margins in producing forecasts and trend analysis on an on-going basis
- Provide financial support and analysis to Operations and Marketing areas for strategic business decisions and cost savings initiatives
- Create NPV, IRR, discount cash flow, and ROI models for evaluating financial implications of new products and investments, and provide recommendations to senior management

Financial Analyst, NAME OF COMPANY, Anytown, ST

1998 - 2000

- Created an innovative client tailored narrative financial summary report generating a 25% increase in orders
- Developed financial and valuation models to evaluate corporate and industry operating performance and efficiency
- Charted operational performance and efficiency data by industry, conducting in-depth financial analysis of corporate financial statements and tax filings to establish normative profiles across 900 industries in the U.S. as a client support tool for market, investment, and strategic business decisions

Equity Analyst, NAME OF COMPANY, Anytown, ST

1996 - 1998

- Engaged in ongoing equity research and financial analyses of automotive companies in the Korean marketplace for this third largest investment bank
- Formulated comprehensive industry and company investment reports and recommendations with current and recent updates for submission to domestic and foreign retail and institutional clients
- Successfully secured \$5,000,000 in stock orders and investment banking service from foreign and domestic institutional investors through client engagement and investment presentation

International Bond Underwriter, NAME OF COMPANY, Anytown, ST

1995 - 1996

- Underwrote and serviced surety bond business on domestic and international levels at this Fortune 200 multinational financial services corporation
- Evaluated creditworthiness and established credit limitations on major domestic and global corporations

Financial Accountant, NAME OF COMPANY, Anytown, ST

1992 - 1994

- Prepared monthly balance sheets, income statements, and detailed cost and inventory data and variance reports for submission to management for this global trading company
- Maintained general ledger and prepared reports on bank transactions, including letters of credit

EDUCATION

M.B.A., **Accounting**, NAME OF UNIVERSITY, Anytown, ST (1995)

B.S., **Finance**, NAME OF UNIVERSITY, Anytown, ST (1990)

TECHNICAL SKILLS

- Generated financial models and templates utilizing Excel spreadsheet, including Pivot Tables and Macros
- Designed and implemented relational databases utilizing MS Access, Excel, MAS Accounting System, and JDA Inventory System
- Prepared presentations utilizing PowerPoint and other Microsoft Office Applications
- Attended training in SAS in Anytown, ST by the AAA Institute (intensive three-day seminar)