

**FINANCE AND FP&A DIRECTOR** with nearly 20 years of experience leading financial and strategic planning activities and executing on business plans for large organizations across the agriculture and healthcare industries. Balances financial analysis, accounting principles, and business trends to uncover opportunities to optimize operations, slash costs, and improve profitability.

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## Qualifications & Skills

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**Financial Leadership** – Provide direction to business organizations and operational units to ensure that plans align with corporate objectives, accounting principles, and compliance regulations. Hand-selected to serve on both Bayer’s Marketing Leadership Team, focusing on strategic marketing, as well as the Commercial Operations Leadership Team, which leads a group of sales professionals.

**Financial Analysis** – Perform accurate financial analysis, identify financially sound strategies, and recommend options for organizational planning. Develop P&L, coordinate sales planning and forecasting, analyze financial statement entries, and review actuals, budgets, and forecasts. Leverage technologies such as SAP BW, IBM AS/400, JD Edwards, and Oracle database tools.

**Analytical Reporting** – Analyze and report on financial data trends to produce accurate and strategic financial modeling and advice. Manage sales and integrated margin reporting to effectively understand price, volume, and mix trending. Generate commentary reports on deviations of actuals from budgets/forecasts for various audiences. Expert skills in MS Office (Excel and PowerPoint).

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## Work Experience

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### **BAYER CORPORATION, Research Triangle Park, NC**

#### **Finance Business Partner, Strategic Marketing and Portfolio Management, 11/2014 to Present**

- Lead the strategic financial planning process and provide operational financial guidance as the financial manager and business partner to the Marketing Leadership Team; manage the 10-year plan in partnership with the global strategy team
- Collaborate with key stakeholders and finance business partners to facilitate business planning activities using key business drivers and enablers while providing financial data to supplement planning processes
- Execute on strategic initiatives, including the creation and delivery of presentations to inform various leaders about the dynamic business environment and ad-hoc investment projects, in support of the VP of Marketing and his direct reports
- Lead internship and trainee program to provide learning experiences with a focus on finance, accounting, and taxes

#### **Business Unit Controller, Commercial Operations, 02/2012 to 11/2014**

- Oversaw the Commercial Operations activities as a member of the Commercial Operations Leadership Team and a key financial business partner; coordinated financial spending analysis to align on spending targets of \$90M across 24 districts
- Reviewed financial statements for accuracy and proper adherence to accounting principles; analyzed discount and allowance accruals (with \$700M in liability) to ensure proper valuation and compliance with financial objectives
- Developed financial/P&L reports to present to the Executive Leadership Team; identified and proposed opportunities to improve variances for sales (price and volume), margin, and operating expenses

#### **Business Unit Controller, Turf and Ornamental, 05/2005 to 02/2012**

- Held complete P&L responsibility and conducted various accounting activities for the environmental science division; provided financial guidance for the leadership team while liaising with marketing and sales to align on KPI metrics
- Managed monthly financial performance package for senior management; prepared and analyzed a \$200M P&L and budget
- Ensured \$30M of annual sales rebates were accurately paid; oversaw compliance to IAS 38 for capitalizing R&D expenses

### **HOSPIRA, INC. (formerly Abbott Laboratories), Rocky Mount, NC**

#### **Cost Manager, 07/2003 to 05/2005**

- Managed the cost accounting organization within assigned budgets and headcount for the Hospital Products Division; consistently met division deadlines and requirements for financial cost reporting
- Served as an accounting manager and member of the integration team to ensure the successful transfer of accounting processes, platforms, and organizational structure following an acquisition of a production facility and its personnel; played a key role in training all retained employees on accounting policies

**Inventory Supervisor, 08/2002 to 07/2003; Financial Analyst (FP&A), 05/1999 to 08/2002**

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## Education

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**Master of Business Administration, Finance Concentration**, Campbell University, Buies Creek, NC, 2007

**Bachelor of Science in Business Management, Finance Concentration**, North Carolina State University, Raleigh, NC, 1999