

## JOHN SAMPLE

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### Regional Finance Director

2007 – Present

#### *ABC Company*

##### *Everytown, USA*

- ◆ P&L responsibility for AB locations with \$XYZm in revenue and \$ABm in EBIT
- ◆ Financial team includes YZ controllers and financial managers across Any State within DEF Industry
- ◆ Manage client relationships and conduct financial reviews to identify process improvements and increased profitability
- ◆ Responsible for internal controls, financial analysis, new contract review, including development of teams for financial support
- ◆ Merged AB new locations over a X year period, with approximately \$ABm in revenue and \$Ym in EBIT, to include the implementation of financial best practices
- ◆ Process improvements include the implementation and framework establishment of capital planning and pricing analysis decision support tools
- ◆ Responsible for plan development, monthly forecasting and annual budgeting

2003 – 2007

### Finance Manager - Planning and Analysis

#### *JKL Corporation*

##### *Anytown, USA*

- ◆ P&L responsibility for X locations throughout the globe with approximately \$ABCm annual sales, \$XYm EBIT, and \$ABm in capital
- ◆ Acted as business unit financial liaison between Operations, Global Headquarters, Sector Headquarters (Everytown, Asia), and Chief Financial Officer
- ◆ Developed and managed annual budget process for locations: X Quarter Forecasts, annual Five-Year Strategic Planning Processes, related analysis both quarterly and annually, to include Free Cash Flow, EBITDA, and Cost of Capital
- ◆ Responsible for overseeing Sarbanes Oxley 302 / 404 and internal audits for all locations, to assure compliance
- ◆ Project manager for global sales database as a decisions support tool for Sales and Marketing Group for customer segmentation
- ◆ Finance team member for business / segment expansions and related Research & Development analysis
- ◆ Business Unit Leader for ERP development and installation in Anytown USA

### Controller

#### *XYZ Company*

2001 – 2003

##### *Everytown, USA*

- ◆ P&L responsibility for business unit Operations \$XYm annual sales, and \$Zm in capital investment plans
- ◆ Analyzed and developed strategic/tactical plans for reaching profitability and positive Free Cash Flow within AB year period, including customer segmentation and product mix plans
- ◆ Part of a business turnaround team that has increased profitability AB% through cost reduction efforts, working capital management, and overall business process flow
- ◆ Assisted with RFP's and other potential customer bids to mitigate excess capacity and overall fixed cost structure

### Manager Performance Improvement

1999 - 2001

#### *ABC Corporation*

##### *Anywhere, USA*

*Our group was developed to focus on ABC, XYZ and DEF reporting to Leadership for all Business Units.*

- ◆ Created and coordinated cost reduction strategies (\$A.Bm) and process improvements with other corporate sponsored initiatives to eliminate corporate redundancy, leverage limited resources, and share best practices
- ◆ Led all cross-functional groups, and analysts (X # of people) throughout business/financial analysis projects, to include the development of pricing models, best practice identifications, strategic planning initiatives, and customer / market profitability segmentation
- ◆ Managed and conceptualized corporate education manuals and corporate intranet sites for employee development and recruiting for finance personnel
- ◆ Coordinated and supervised all business modeling and new software tool training

- ◆ Participated in a companywide rollout of a global ERP to reduce corporate overhead by \$XXm and achieve an optimal shared service model

## **Business Analyst**

**1998 – 1999**

*Y Corp.*

*Everytown, USA*

- ◆ Business analyst for the Chief Financial Officer for \$Xb business unit operating in XX countries
- ◆ Coordinated with all business unit controllers to collect and analyze monthly and quarterly results to include operating working capital, Free Cash Flow and EBITDA variances for leadership review

## **Financial Analyst**

**1997 – 1998**

*Z Corp.*

*Anywhere, USA*

- ◆ Dual role as financial analyst reporting to the General Manager and Chief Financial Officer with multiple locations and \$X.Yb in net sales
- ◆ Assisted with the development of business integration models and other M&A cost reduction opportunities, resulting in the closure of X facilities and \$XXm in annual savings.
- ◆ Conducted operational audits for internal control analysis, including quarterly reviews focusing on North American Operations

## **UNITED STATES ARMY**

**1991 – 1997**

### **Specialist – Honorable Discharge**

- ◆ Conducted military operational audits and training throughout the assigned countries with assigned companies
- ◆ Prepared and coordinated supplies through distribution channels between transportation companies and supply chain units

## **RELATED PROFESSIONAL ACTIVITIES**

- ◆ Coordinated recruiting and interviewing of potential candidates for Industry Training Program at University of Anytown, January – March
- ◆ Appeared as guest speaker at various conferences (100+ attendants) for XYZ Industry
- ◆ Board member of ABC Charity and member of University of Any State – Any State Alumni Association (Anytown USA, and Everytown Chapters)

## **EDUCATION & TRAINING**

- ◆ **MNOP University, ABC Graduate School of Business, Everytown,USA, MBA**, with focus on **Strategy, Valuation**, and Marketing
- ◆ **University of JKL – Amytown, School of Business, BBA, Accounting**
- ◆ Over 150 classroom hours at **ABC Institute of Technology**, University of XYZ, and DEF Association in the areas of management, business analysis, and cost management
- ◆ **Lean Six Sigma** – Green Belt Certified

## **COMPUTER SKILLS**

Salesforce.com, Oracle, SAP, Microsoft Office, Microsoft Project, Microsoft Access / SQL, Harry Rhodes Management System, Hyperion Financial Manager, Cognos PowerPlay, Metify ABM, Lotus Smart Suite, Crystal Report Writer, Pro Carta, and Igrafx

## **AWARDS & ACCOMPLISHMENTS**

Sarbanes Oxley 404 Implementation, Employee Excellence Award, Company Controllershship Award, Army Achievement Medal, Overseas Service Medal, Four-year Honorable Service Medal, Certification of Achievement, Command Sergeant Major Coin for Outstanding Performance