



John Williams

Director of Finance

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SKILLS

Back office systems

- Sun
- Vision
- Hyperion
- People Soft
- Web Prolific
- MPC - Finance Studio

Front office systems

- Opera
- Fidelio
- Portal
- Wishnet

Inventory systems

- FMC
- Prolific
- Info Star
- Paytax
- Hits
- Sycorax
- Oasys

CORE COMPETENCIES

- IT Systems
- Risk Management
- Payroll Management
- Strategic Planning
- Financial Processing
- Procurement Management
- Human Resource Management
- Budgets and Management Reporting
- Office & Administrative Management
- Security and Emergency Procedures

EDUCATION

MBA, Finance

American University, 1999

BBA, Accounting and Finance

Taylor's University, 1998

SUMMARY

- Experienced finance professional with a proven track record in senior leadership roles.
- Strong knowledge of international self-accounting.
- Results-oriented, self-motivated and positive.
- Proven ability to think laterally and a pro-actively.
- Provided coaching and strategic guidance to executive committee
- Identified new ways to increase the top line revenues through cost containment, revenue enhancement, and profit improvement opportunities.

WORK EXPERIENCE

2011-11 -
Present

Director of Finance
Intellectsoft

- Establishing and maintaining financial policies, procedures, controls and reporting systems for various companies.
- Reporting on financial conditions to the Board of Directors and Executive Officers for multiple companies.
- Managing and responsible for cash flow and budgets for companies from \$20m to \$23m.
- Reducing expenses by \$80k annually through training of supplies usage.
- Analyzing profitability of two departments resulting enclosures with annual savings of \$70k.
- Helping to reduce operating budget by \$540k by combining positions and departmental organization.
- Creating interactive budgets for various operational departments to determine the cost of services provided to improve profitability.
- Recovering \$250k in unknown account receivables by means of audit and identified unrecognized revenues of \$10k.
- Training Accounts Receivable department in customer follow-up best practices to reduced receivables by \$20k per month.
- Directing and overseeing cost and general accounting, accounts receivable/payable and payroll departments.
- Providing management of property maintenance including HUD properties.
- Bridging the communication gap between the operations team and the finance team.

2005-04 -
2011-10

Senior Finance Manager
iTechArt Group

- P&L responsibility for a \$186MM Market Unit including four production facilities and six satellite warehouses.
- Executed pricing strategies across a multi-segmented market resulting in 5% annual revenue-per-case growth.
- Led Market Unit to 5% Operating Profit growth each year during four year tenure.
- Directed and managed the Annual Operating Plan process for the Market Unit; developed financial targets and strategies consistent with national growth priorities.
- Fostered business literacy across all functional levels through coaching, disciplined forecasting processes and periodic financial reviews.
- Coached and mentored multiple Finance Interns; responsible for onboarding and career development.

2000-03 -
2005-03

Assistant Financial Controller
Magneto IT Solutions

- Implemented all necessary controls to safeguard operations.
- Introduced purchasing and payroll control procedures to deliver monthly expenses and cost targets.
- Trained everyone in the accounting department to do multiple tasks
- Developed onboarding processes for new junior accountants.
- Responsible for preparing and presenting financial and management reports.
- Recipient of Minor International's President Award of Excellence in Finance and Accounting.