

RAYMOND MONROE
12 Main Street
New York, New York 00000
(555) 555-5555

SENIOR FINANCE EXECUTIVE

**Finance & Accounting Management ... Banking & Cash Management ... Budgeting
Insurance & Risk Management ... Tax & Regulatory Compliance ... Information Systems**

Senior-level executive with extensive finance, administration and public accounting experience in diverse industries including retail/wholesale distribution, financial services and manufacturing. Proven ability to improve operations, impact business growth and maximize profits through achievements in finance management, cost reductions, internal controls, and productivity/ efficiency improvements. Strong qualifications in general management, business planning, systems technology design and implementation, and staff development/leadership.

PROFESSIONAL EXPERIENCE

SOUTHINGTON COMPANY • New York, New York • 1991-XXXX
Treasurer/Senior Controller • 1993-XXXX
Corporate Controller • 1991-1993

Chief financial officer appointed to treasurer and Executive Committee member directing \$500M international consumer products company. Accountable for strategic planning, development and leadership of entire finance function as well as day-to-day operations management of company's largest domestic division. Recruited, developed and managed team of finance professionals, managers and support staff.

Operations Achievements

- ♦ Instrumental in improving operating profits from less than \$400K to over \$4M, equity from \$8.6M to \$13.6M and assets from \$29.7M to \$44.4M.
- ♦ Boosted market penetration by 27% which increased gross sales 32% through acquisition of 25 operating units as key member of due diligence team.
- ♦ Initiated strategies to redeploy company resources, resulting in 54% increase in gross margin by partial withdrawal from high-risk/low-margin product lines.
- ♦ Directed annual plan review process and strengthened accountability by partnering with senior-level department and district managers in all business units.

Financial Achievements

- ♦ Cut receivable write-offs \$440K by developing credit policies, instituting aggressive collection strategies and establishing constructive dialogue with delinquent accounts.
- ♦ Negotiated and structured financing agreements, resulting in basis point reductions, easing/more favorable covenant restrictions and simplification of borrowing process.
- ♦ Saved over \$2M through self-insurance strategy and an estimated \$200K annually by positioning company to qualify to self-insure future workers' compensation claims.
- ♦ Designed executive and management reporting systems and tailored financial and operating reporting system to meet requirements of 100+ business units.