

**candidate details**

**name :** Xisi

**notice period :**available at short notice

**executive summary     : -**

Qualified with a Bachelor of Business and CPA, she built strong experiences within the Oil & Gas industries including Chevron and Singapore Petroleum.

A strong finance business partner with good exposure across different verticals of the business including commercial, sales, procurement and divisional level.

She then took a career break in 2013 to move with her husband who was posted overseas. Upon her return, it was challenging returning to a finance role and hence she pursued digital marketing on the side and have been taking on free-lance work.

She comes across grounded and hands on.

**Profile**

* Passionate, customer-focused Finance strategist with broad experience in Bids Analysis, Pricing Strategy and Financial Reporting. Experience in Budgeting, Forecasting, Supply Chain and Digital & Web Analytics,
* Acknowledged for sound decision-making, intense data analysis, business acuity, and big picture vision.

**Core skills**

* Financial & Data Analysis
* Pricing & Cost Modeling
* Project Management
* Compliance
* Budgets & Financial Forecasts
* Procurement Operations
* Market Intelligence
* Digital Marketing

**Academic Qualification**

**ROBERT GORDON UNIVERSITY**, USA Supply Chain Certification – 2006

**CPA AUSTRALIA** – 1995

**Bachelor of Business (Accounting)** - 1994 MONASH UNIVERSITY

**Professional Experience**

**E Commerce Specialist, WeGlobal 2015 – 2019**

* After a successful eighteen-year career with Chevon, I took a career break in 2013 where I completed a course on Digital Marketing Strategy, SEO, Social Media Marketing and Branding.
* Since 2015, I have worked on several Ecommerce projects to help business and startup owners grow their business sales, profits and brands, including the launch of “BabyRuler”, a new brand for baby products in Singapore and Indonesia

**Chevron 1999 - 2013**

**Global Pricing Analyst 2010 to 2013**

**PRICING**

* Managed Marine Lubricants Quotations process, ensures that all quotations are prepared with accurate information and latest cost data.
* Collated and interpreted market data to equip Account Managers with pertinent information on demographics and competition
* Drove profit growth in Marine Sales Organization through analysis of lifting patterns and product mix
* Supported Account Manger with sound market and product knowledge to develop winning pricing offers.

**BUSINESS PLANNING & FORECAST**

* Managed Business Planning for Marine Business on global basis
* Lead the consolidation of business plan to ensure a robust plan is completed on time in accordance with finance guidelines and business strategy

**BUSINESS ANALYTIC AND DECISION SUPPORT**

* Supported the Lubricants management team to direct the business including price increase, market share data, profitability by segment
* Global alignment of reporting and standardize information sharing across regions
* Created highly visual marketing dashboards reflecting key performance indicators in clear and concise summaries
* Performed detailed analyses on new business opportunities
* Worked closely with Supply Chain on costing and demand planning
* Improved monthly forecast accuracy and inventory management reporting

**Regional Procurement Analyst 2006 - 2011**

**STRATEGIC SOURCING**

* Conducted Global and Domestic sourcing events
* Coordinated the launch of company's Procurement Card (P-card) program
* Part of AP Procurement team to deliver company wide savings of 20% using preferred vendors
* Managed RFP, planning, scope, timeline, cost/pricing, quality process of C-Store/CBRES and Office services contracts
* Developed and executed Annual Contracting Plans and Category Plan.
* Performed detailed spend analysis to consolidate suppliers and leverage spend.
* Standardized reporting and measurement of Procurement and Financial Metrics

**MARKET INTELLIGENCE**

* Monitored and compiled internal and external information on cost trends and key drivers within the Asia Pacific regions.
* Analyzed the implications of changes / trends on relevant supply chains to senior management.
* Provided insights into purchasing patterns by customer clusters. Develop hypotheses about trends and translate resulted into actionable recommendations for business strategy.

**COMPLIANCE**

* Rolled out new corporate procurement policies and standard methodology & training
* Reviewed and conducted assessment of P2P process (requisition to PO and goods receipt acknowledgment) to ensure SOX compliance.
* Conducted supplier audits. Worked closely with suppliers to resolve transaction issues and maintain productive relationships.
* Facilitated P2P council meeting, including reporting of non-P2P compliance transactions to management with action plans to drive continued improvement

**Financial Analyst 1999 - 2006**

**BUSINESS REPORTING**

* Analysed financial information and develop summaries and commentaries to ensure that financial information accurately reflected results of operations.
* Provided key data analysis to assist with sales forecasting, pricing, business planning and decision making.
* Developed and installed new analytical and reporting tools to streamline consolidation and reporting process.
* Performed detailed analysis on Chevron Retail Class of Trade Conversion. Analyzed and explained complex data on market demand, sales performance metrics (volume/revenue/gross margin) and competitive information.
* Prepared Flash Forecast and Estimates. Conducted sensitivity check on forecasted results versus actual Performance.

**BUSINESS PLANNING**

* Facilitated the implementation of Finance planning processes and development of business plan package.
* Supported business units in the development of Annual Business Plan, including validation of Opex trend and segmentation of balance sheet.

**Financial Analyst**

**Singapore Petroleum 1996 - 1999**

* Reviewed financial information to provide detailed analysis on market trends and competition
* Worked in tandem with business units to produce accurate and productive business plans and marketing strategies
* Secondment to SPC Joint Venture in China Jiangmen as Finance Advisor