

NINA WILLIAMS

Nina.O.Williams@outlook.com

EDUCATION

Syracuse University

Dec 2020 MS Master in Computer and Information Systems, Applied Data Science

- Current cumulative GPA 3.9

Pepperdine University

Aug 2016 MBA Master in Business Administration, Finance

- MBA Graduate in Finance 3.7 GPA
- Member of the Beta Gamma Sigma Honors Society

San Diego State University

May 2012 BS Business Administration, Finance

- Graduate of the Business Honors Program
- Dean's List Recognition Spring 2011 and Fall 2010 (SDSU) for obtaining above a 3.5 GPA
- Presidents List Spring 2010 (Grossmont College) for obtaining a 4.0 GPA
- Presidents List Fall 2009 (SWC) for obtaining a 4.0 GPA

QUALIFICATIONS / SKILLS

- Data Science skills: SQL, SQL Server, R, RStudio, R Markdown Drawio, Access, Statistic Analytic Modeling, Tableau, Google Analytics, Power BI, Data Warehousing Management, Adobe Illustrator, Data Mining, Machine Learning, Design & Create Analytic Dashboards
- Ambitious, with extremely high levels of motivation
- Self-starter & problem solver who is sharp, organized, disciplined, goal oriented
- Continuous ability to develop, improve and implement new tools and innovative processes
- Excellent interpersonal, verbal, written and communication skills with people of all levels and roles
- Ability to multi task and work effectively under pressure and high stress environments
- Unique ability to adapt quickly to challenges and changing environments
- Advanced knowledge in both Mac & PC systems, programs include: Microsoft Suite, SPSS, SAP, MPM, Cobra, BW Reporting, PIOS, iBuy, BEX Analyzer, Salesforce, Application Extender, QlikView, Oracle, Smart View etc. Excellent skills in Excel provides the ability to automate and streamline processes
- Desire to tackle new challenges and opportunities, utilizing analytical, financial and mathematical skills

PROFESSIONAL EXPERIENCE

Teradata- San Diego, CA – 2020 - Present

Business Analytics Manager, Product Operations – San Diego 2020 – Present

- Plays a significant role in a cross-functional team that performs market research, identifies market opportunities, validates market sizing, assesses technology and competition, analyzes and prioritizes the highest impactful use cases based on the criteria of value to customers, scalability, repeatability and time to value, propose winning strategy and develop lean canvas business plans including GTM strategies.
- Analyzes data to provide information to the product organization and executive management, to drive the product line forward. In other words, identify the “story” within the data
- Assure the curation, manipulation, and synthesizing of data in order to draw conclusions and make recommendations resulting in actionable insights; collate information and present findings to direct leader and stakeholders

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Cobham – Micro Electronic Solutions - San Diego, CA – 2017 - 2020

Senior Financial Analyst, FP&A – San Diego 2018 – 2020

- Senior FP&A Analyst for San Diego site business unit managing an annual budget of \$300m+
- Responsible for leading the business finance financial position
- Member of the Finance Leadership Team
- Specializes in large, big data processing and analytical models
- Leads monthly, annual & long term (3-5 year) planning and forecasting processes to create meaningful financial outlooks to guide the organization towards achievement
- Leverages financial expertise to provide comprehensive decision support to sector leadership
- Provides financial modeling to drive an understanding of short- and long-term financials including P&L, Balance Sheet & Cash Flow
- Innovates the area of business analytics, to identify and execute new models that can deliver true business insights including various special projects related to process optimization

CREATED, DEVELOPED, IMPLEMENTED AND STREAMLINED THE FOLLOWING TOOLS, & PROCESSES AT COBHAM:

- **Pricing Tool:** This tool was developed from scratch to analyze pricing data such as prior order unit costs involving in depth labor/material & rate analysis. This is the primary tool used by the entire pricing team to develop quotes for all requests for proposals that are received in the San Diego site organization. The tool has reduced labor hours related to pricing analysis significantly since implementation
- **Program Finance Time-Phasing Tool:** Developed and implemented throughout the program finance team to time-phase forecasting on entire financial aspect of individual programs
- **Monthly Program Finance Analytical Pack:** Standardized, developed and implemented throughout sector to all business Units of the organization
- **FP&A San Diego Site Actuals and Forecast Model** – Developed tracking tool to record and forecast FP&A metrics including, orders, revenue, deliveries, gross margin, net profit, backlog etc. Tool combines several files containing various information needed to properly document metrics.

Senior Program Control Analyst 2017 – 2018

- Analyzed cost and schedule performance of 35+ large projects each over \$1m in contract value.
- Utilized tools such as Contract Funds Status Reports, Work Breakdown Structures (WBS) and Earned Value Management (EVM)
- Member of the FCCL Leadership team: Program Finance – works with sector leadership to improve, develop & implement Program Finance process improvements across sector
- Provided financial assistance to Program Managers, engineers, Finance & upper management through preparation, monitoring and providing oversight of program status and accounts
- Provided program support relating to WBS Structure creation and status management
- Developed and implemented the following additional processes & Tools: Price Costing Sheet, AMDR Open Commit Weekly Comparison, Program Actuals & Name Run Report, Sector CSR
- Ensured compliance with internal and external procedures, such as government procurement regulations.
- Performed cost analysis and assessments to identify and mitigate program risks
- Updated and generated program status reports for internal review and presentations
- Developed Desktop Instructions to document Program Finance procedures to provide training

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Care Fusion / BD – Beckon Dickinson - San Diego, CA

Sr. Contracts Analyst – Contract Consultant 2016 – 2017

- In depth knowledge and expertise in products, pricing, services and terms and conditions of all contracts of the Mid-West region
- Performed financial analysis on sales proposals using financial models to determine deal margin and plan variances
- Developed customer contracts based on sales quotes and proposals as well as creating legal language for contract addendums and amendments while negotiating changes and non-standard language to form contract
- Developed detailed contract execution instructions including financial adjustments, revenue recognition instructions, special activities, instructions related to third party financing, project managers, service, customer care and any other areas impacted by any exceptions to standard terms and conditions

United Technologies Corporation - Chula Vista, CA

Senior Financial Analyst 2015

- Financial Analyst responsible for Regional Jet C Series program
- Compared financial activity variances to plan and previous monthly latest estimate resulting in reporting and presentation of measured program status
- Managed full Profit & Loss (P&L) and cash flow
- Supported supplier/customer negotiations, financial/cost analysis, pricing and estimating as well as assessed recurring cost impacts on supplier contracts
- Formulated and implemented automated process improvements resulting in time efficiency of monthly tasks
- Facilitated various monthly reviews utilizing strong presentation skills and ability to explain complexities of program to various support teams
- Prepared monthly accruals to align with research and tracking to resolve vendor issues

General Atomics - San Diego, CA

Corporate Financial Analyst 2014 – 2015

- Financial Representative responsible for all overhead & capital budgeting
- Prepared a variety of actuals vs. budget reports for managers including financial and variance analyses.
- Gathered, manipulated, and analyzed data from SAP to prepare and distribute cost reports
- Reviewed, approved, and processed purchase order requisitions, travel and employee expense reimbursements
- Developed an automated **Capital Budget Tracking Tool** to include high levels of detail and analysis
- Responded to financial inquiries on a variety of contract value, contract modifications, funding, revenue, costing, hours, open commitments, and billing issues.
- Reviewed labor and procurement requisition charging to network activities and cost centers and worked closely with accounting on proper company costing practices, internal controls, and month end reporting

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"Nina is a team player that enjoys her role and is capable of a tremendous workload. She has really put her heart into what she is doing. Nina works independently. Nina collaborates well with others. She has been innovative in developing the ETC travel Worksheet and 8C FFP CPR Process. Nina has done a great job putting together the 8C FFP CPR from scratch as well as maintaining the Fire Scout BOA reporting. Nina has streamlined the BOA report and ETC Travel Worksheet; she has enhanced the BERR process by incorporating inputs from multiple customers."

- Brent Haudek, Manager / Cost Management and Scheduling – MRTS - at Northrop Grumman Aerospace Sector –

Northrop Grumman - San Diego, CA - 2012 – 2014

Program Cost Schedule & Control Analyst – Program Controller 2013 – 2014

- Oversaw, lead and controlled various multimillion-dollar contracts (combined total of \$450M) including Fire Scout 8C, BOA (Basic Ordering Agreement), Bat (Domestic & International) and Fire Scout Spares
- Performed analysis and prepares detailed reports in order to ensure that contracts were compliant with EVMS (Earned Value Management System) and various Government Agency standards
- Monitored and analyzed inputs from material and labor planners, coordinated with all levels of management to gather, review, summarize, and prepare recommendations through presentations and reporting to clearly display and communicate financial plans at the top level
- Prepared budget advices and distributed baseline parameters for contract work
- Scheduled and conducted program budget request meetings, maintained budget change approval logs, reviewed, analyzed, and issued approvals or rejections with rationale for requests
- Performed detailed cost and schedule reconciliations on \$60M contract to guarantee reporting accuracy
- Participated in SOX (Sarbanes Oxley) audit report; prepared report/presentation/charts for OSD/CAPE & PARCA
- Pro-actively identified potential financial anomalies based on EVMS metrics to minimize error, improved efficiency, provided accuracy with justification and enabled targeted financial performance

CREATED, DEVELOPED, IMPLEMENTED AND STREAMLINED THE FOLLOWING TOOLS, & PROCESSES AT NORTHROP GRUMMAN:

- Travel Process: **Travel Tracker Tool**, results included: formal approvals, development of travel forecasts, verification of travel budget and launching of the **Digital Travel Request/ Approval Process**
- Budget Advice: **MRTS Budget Advice Template/Tool**. The required format which automates the Budget Advice development process for all MRTS Program Controllers
- MR Tracking: **Management Reserve Logs**, to track the running total of MR for each program
- Funding Report: **Funding vs. Actuals Report** ensures adequate funding availability by combining various reports to include: Margin, Sales, Cost of Sales, Actuals, Network Status, Open Commits, Delivery Status, etc. Resulting in a comprehensive model containing detailed and accurate reporting
- Contract Performance Report: **Performance Report** is a unique month end Financial Reporting package utilizing advanced Excel formulas containing various complex functions. Results identify profit and fee position that may have been previously overlooked. Report additionally identifies the best and worst case EAC (Estimate at Complete) forecast scenarios, as well as comprehensive representation of financial performance data.

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Financial Analyst – Material Cost Management for Global Hawk 2012 – 2013

- Performed Material Cost Analysis and Planning for production support of \$20M+, based on (EVMS) guidelines
- Developed cost reduction efforts within scope and budget to improve EAC's (Estimate At Complete)
- Incorporated updates into the EVMS system to maintain Major Subcontract cost and schedule baselines
- Assisted Control Account Managers for EVMS activities including: WBS alignment, time phasing of tasks, development and documentation of earned value methodologies and monthly performance measurement
- Supported various monthly cost and schedule reviews requiring EAC and Variance analysis
- Completed budget and cost transfer requests
- Analyzed and reviewed account anomalies and metrics, performed financial reconciliations
- Member of a cross functional team for performance measurement, to ensure new program contracts aligned with current management plans to accomplish program objectives through cost and schedule integration
- Managed invoice approval process to ensure Major Subcontract were within contract negotiations, mediated funding and payment issues in order to resolve discrepancies

NORTHROP GRUMMAN CORPORATION ACHIEVEMENTS

- NG Reward awarded for superior CAM/IPT support – May -2013
 - Nominated by Vice President of Business Management to attend "Women's Week Conference 2014"
 - Winning team member for both the Rancho Bernardo site location and nation-wide Aerospace sector of the "Leaning Tower of Pasta" competition for "Engineer's Week"
 - Active member of Business Management Director's "Fun Committee"
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"Nina you have always impressed me with how engaged you are – a poster child for a super engaged employee! Thank you for taking on new challenges and opportunities and getting involved in so many important matters. I rely upon you voicing your opinions on improving processes and value the personal engagement with your fellow employees. You are helping to make a difference!"

- Martin Cawley, Vice President / Business Management at Northrop Grumman Aerospace Sector -
