

XINLEI BAI , CPA

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Education

University of Wisconsin- Whitewater

Whitewater, WI

Master of Professional Accountancy

09/01/2011-12/31/2012

Major: Accounting GPA: 3.60/4.00

Employment

Senior Commercial Analyst

Aptar

11/01/2017-Current

- Lead the pricing analysis for new products, working closely with marketing team and product managers to develop the pricing strategy.
- Collaborate with product management, sales, and marketing to evaluate and implement pricing recommendations. Provide pricing/costing analysis based on historical, forecasting and marketing data.
- Conduct monthly reporting and variance analysis and maintain a consistent internal reporting structure.
- Provide ongoing analytical support to management including preparing budgets and forecasts, and supporting the portfolio review, strategic planning, and budget processes.
- Focus on improvements to planning & reporting processes and enhance leveraging of the systems.
- Develop, standardize, and automate operational metrics/dashboards to provide financial visibility to operational business partners.

Finance Analyst

Kerry Ingredient & Flavors

01/01/2017-10/30/2017

- Assist in preparation and presentation of timely, accurate, value-added information to management and other stakeholders including financial analysis and presentations that assist in strategic decision making.
- Part of a corporate finance team responsible for multiple tasks in area of Financial Control, General Ledger, Monthly Financial Reporting, Balance Sheet Reconciliations, Forecasting and Budgeting.
- Assist with monitoring and measuring financial performance of Kerry Americas against Key Performance Indicators. This includes working closely with commercial teams and Business Finance leads to analyze and report drivers of performance on a regular basis.
- Assist with standardizing of processes, highlighting and implementing changes within finance team to drive efficiencies.
- Work with Regional Financial Controller and Finance Director on ad-hoc project work as required.

Commercial Analyst

Kerry Ingredient & Flavors

01/01/2013-12/31/2016

- Understand market trends, dynamics, price/volume trends and outlooks in order to recommend actions that lead to profitable growth.
- Assess key commodity markets risk and the impact on pricing and inventory management.
- Support sales/marketing with analysis aimed at customer retention, pricing, business at risk, new business and business lost impacts.
- Manage new business pipeline reporting and assess impact of new opportunities on the business portfolio.
- On-going margin analysis, root cause categorization, opportunity identification and implementation of corrective actions to optimize margin and mitigate risk.
- SAP Superuser