

# ABIGAIL ROBERG

FINANCIAL ANALYST - DRIVEN BY DATA

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## Contact Information

**Mobile:**  
860-201-6074

**Email:**  
abbyroberg@gmail.com

## Work Experience

### **Project Manager - Partner Experience Center Dell Technologies | September 2020 - Present**

- Manage problem identification, root cause analysis, & drive favorable future outcomes within resolution of ~60k annual partner case submissions
- Implement controlled automation within key business processes to increase controllership, save time, & meet targets
- Enable strong partner relationships through training & resolution of ~45 issues/week

### **Finance Development Program (Financial Analyst) Dell Technologies | 2018 - 2020**

Successfully completed finance coursework, various case studies, business simulation, internal audit, & strategic project in addition to role-specific work through 4 rotations

#### **Corporate Financial Planning & Analysis | 2020**

- Created & delivered global sales productivity reporting & variance analysis for ~\$23B in quarterly revenue
- Developed annual planning Excel model for \$36B business segment with 6 product lines
- Established & compiled external metrics updates for senior leadership

#### **Consumer Product Group Strategy | 2019**

- Modeled gross margin opportunity of 5-year strategy for \$34B business segment
- Designed & executed methodology to estimate 3-year NPS impact of quality initiatives across 5 lines of business

#### **Server Business Transformation | 2019**

- Reported monthly on \$1B cost savings program progress against plan
- Managed finance analysis & advisory of 8 cross-functional workstreams

#### **Consumer Solutions Group Special Pricing | 2018**

- Reviewed & actioned ~30 deal pricing requests per day
- Ran weekly reporting & initiatives that led to 10% decrease in pricing response times

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## Education

### **Ohio University BBA; Business Analytics | 2018**

- Select Leadership Development Program; Vice President
- Undergraduate Admissions; Tour Guide
- Bobcat Student Orientation Leader
- Student Senate Appropriations Commission; Delegate