**RICHARD IAN PULLMAN**

**Education:**

NEW YORK UNIVERSITY - Leonard N. Stern School of Business New York, NY

Bachelors of Science in Finance - Minor in Mathematics

* Advanced Studies: Real Estate Finance & Risk Management in Financial Institutions
* Intramural Football Player and Basketball Team Captain

**CFA INSTITUTE**

* Passed Level I Chartered Financial Analyst Exam
* Registered for May 2021 Level II Chartered Financial Analyst Exam

**Professional Experience:**

**ROSS STORES New York, NY**

**FINANCIAL ANALYST | Master Data Office Jan ’20 – July '20**

* Assess onboarding requests for merchandise and expense suppliers, ensuring required legal & financial agreements are in place, and that banking information is accurate prior to authorization
* Reviewed companywide payments and receipts made in foreign currencies; reported reserve levels in excess of Forex program thresholds; ensured risk mitigating derivatives transactions were placed to offset excess currency risk
* Wrote VBA scripts to automate a significant portion of data entry associated with onboarding subsidiaries of established suppliers; worked with external systems development team to associate documentation to supplier entities more efficiently
* Prepared reporting with extracts from SAP on P/L expense subledgers for all newly onboarded suppliers for use in weekly & monthly executive reporting packages, including sources of variance to forecast
* Lead development of an MDO Supplier Onboarding Control Panel in Excel on Sharepoint for managing & processing active onboarding requests; improving clarity in reporting the remaining items required to complete onboardings.

**AMERICAN EXPRESS New York, NY**

**FINANCIAL ANALYST Aug ’19 – Oct ’19**

* Created a Gender Equity in Pay Dash in Excel utilizing customized PeopleSoft HRIS extracts to generate Salary & Promotion Rates for Men & Women across geographies, business units, seniority, and ethnicity; leading to a realignment of compensation levels
* Supported GAAP compliant P/L risk hedging program through analysis of Bonus expenses drawn from SAP; followed up with accounting team to get a more thorough breakdown of expenditures by band and for the executive health insurance coverage
* Sent excess overnight cash deposits in payroll accounts to Treasury for investment in overnight Money Market accounts
* Managed Workday data validation process and distributed updates to quarterly Executive Committee Compensation Insights Dashboards with people analytics pertaining to New Hires, Promotions, and Lateral Transfers.

**PFIZER New York, NY**

**OPERATIONS ANALYST | International Commercial Ops Oct ’18 – Jan ‘19**

* Developed pro-forma P&L’s from GAAP accounting records for reorganization strategies under consideration by GCO Leadership Team for the 'Organizing for Growth' initiative; provided commentary on operational risks pertaining to each scenario
* Generated VBA macros in MS Access and Outlook to execute periodic business processes including updates to colleague and contractor tableau headcount dashboards, and sales volume projections presentation decks by product and geography
* Coordinated development of educational materials for newly developed Oncology therapeutics for use in international markets, overseeing review of translated materials for clarity and compliance with applicable national regulations
* Drafted written medical communications for regional CO leads on providing updates to org charts from WorkDay reports, surveys, and other associated administrative responsibilities

**WILHELMINA MODELS New York, NY**

**MANAGER OF FINANCE Jan '18 – May '18**

* Produced and distributed Agent Booking Reports to CFO and Directors in New York, LA, and Miami Offices on a daily basis and assisted in preparation of SEC filings including 10-K / 10-Q, 8-K, & PCA-CX-13.1
* Performed data analysis to assess modeling career potential from early career booking trends; essentially using a moneryball type approach to direct resources toward furthering models' with the greatest unrealized earnings potential
* Developed and deployed ETL framework for generating financial reports for modeling Board Director segment performance; showing growth, decay, and variance of KPI's.

**COACH New York, NY**

**SENIOR FINANCIAL ANALYST | Finance Feb ’16 – Feb ‘17**

* Devised and implemented risk control procedures for monthly Sales Bonus expense disbursement; enabling certainty regarding accuracy of checks issued to thousands of employees totaling $2.5MM to $6MM per month
* Maintained ownership over monthly Sales Bonus Accrual posting entries and reversals of prior accruals in SAP; served to coordinate with Sales Operations, IT, Retail Finance, Accounting and Internal Audit all matters pertaining to sales incentives programs
* Set monthly, weekly, and daily store performance goals for US outlet stores and oversaw transitioning of responsibility for allocation of store level sales targets to regional field management; provided education on approaches to developing store sales targets
* Composed Customer Insight dashboards in Tableau highlighting regional demographics & consumer purchasing power; analysis supported management's decisions to open and close numerous stores

**NOVARTIS VACCINES East Hanover, NJ**

**FINANCIAL ANALYST | U.S. Commercial Operations Aug ‘14 –Sept ‘14**

* Automated recurring workflow with Visual Basic (VBA) code to track Pediatric Oxistat Co-Promotion with PharmaDerm
* Collaborated with Sales Operations department to develop marketing messaging for sales personnel and targets by region based on highest pediatric prescriptions of generic antifungals
* Promoted Bexsero Launch with Incentive Comp program & strategic plans for sales force drawn from IMS data
* Reported quarterly revenues and portfolio growth rate [ex-Fluvirin] for Senior leadership team to present to colleagues at GSK in support of completing the Asset Swap (Oncology fror Vaccines) transaction

**TAKARA BELMONT Somerset, NJ**

**FINANCIAL ANALYST | North American Operations Oct ‘12 – Oct ‘13**

* Prepared annual budget, quarterly forecasts, and tracked variance on monthly basis to actual figures- updated forecast to account for supply chain issues, order backlogs / fulfillment rates, new product launches, and competitive landscape
* Managed Sales commission program & payroll for equipment distributors/ retailers & contract sales professionals
* Developed product registration website page enabling marketing to target Belmont equipped dental practices
* Eliminated compatibility / installation problems by creating VBA order configuration application in Excel
* Organized meeting between Dental Equipment Sales firm reps and internal leadership to demonstrate reporting capabilities and enhance ability to compare TB vs. competitor sales, revenue per unit, and regional market share

**AVIS BUDGET GROUP Parsippany, NJ**

**CORPORATE ACQUISITIONS ANALYST | Global Financial Planning & Analysis Mar ‘12 – Oct ‘1**

* Prepared financial valuation and ROI metrics for business interruption for use in BP Deepwater Horizon Oil Spill litigation
* Led group of college interns in cross-functional project between FP&A and IT to allocate revenue & cost centers of ZipCar, Apex, independent licensees, and Avis Europe G/L into accounting journal ledger on Hyperion ESSBASE
* Presented revised process for calculating operational exposure to foreign currency fluctuations via PowerPoint to FP&A colleagues; gained process approval resulting in FX hedges being performed one working day earlier each month
* Improved fleet depreciation expense calculation process by contacting vehicle auction operator to obtain access to complete SQL database of vehicle auction data with mileage and condition rather than querying website

**DUN & BRADSTREET Short Hills, NJ**

**CORPORATE TREASURY ANALYST | Global Operations Sep ‘07-Feb ’08**

* Collaborated with JP Morgan to develop program for treasurers to mitigate market risk through interest rate derivatives
* Joined FP&A team to prepare 10-K / 10-Q reports and provide forecasts & measure non-operating expense variance
* Statistically modeled firm exposure to LIBOR, US Treasury, CP, Corporate bond spread and money market rates
* Utilized Monte Carlo simulation technique and documentation from rating agencies to model potential for credit downgrades across a broad range of financial outcomes