

Christopher John Kishel, CPA

240-216-2348 • chris.kishel@gmail.com • <https://www.linkedin.com/in/christopher-kishel-cpa-15650847>

Skills

ERP Systems: NetSuite, Sage Intacct, PeopleSoft, SAP, JDEdwards, QuickBooks and Baan
NetSuite Modules: OneWorld, Contract Renewal Module, Advanced Revenue Module, Inventory and Fixed Assets
Project Management: JIRA, Avaza, Confluence and Smartsheets. Agile software development / scrum master
FP&A: TM1, Quantrix, Adaptive Planning, Vena, PowerBI, NSPB and PBCS
Month-end close : FloQast and Blackline.
CRM: Salesforce and CPQ Administrator
Commission Software: CaptivateIQ, Xactly Express and Xactly CEA
Tax Software & Lease Management: Avalara and LeaseQuery
Payroll and Expense Reimbursement Software: ADP, OpenAir and SAP Concur
Coding language: SQL, HTML, CSS, Javascript. Knowledge of Github, GIT Bash & Visual Studio Code.
Advanced Excel skills – Macros, V-Lookups, Sum-Ifs and Pivot Tables
Integration Software: Jitterbit, Dell Boomi and Celigo

Work Experience

Aptean

Atlanta, GA

Senior Director of Financial Systems

May 2021– Present

- Provide expertise, technical support, administration, and maintenance of all internal financial systems, including Intacct, Boomi, TM1, Basware, and Blackline.
- Develop and maintain a financial systems road map highlighting the systems enhancements being pursued. Act as liaison with third-party vendors to troubleshoot problems with above systems.
- Lead the process of identifying and implementing a new ERP solution.
- Manage systems projects and set priorities for resolution. Provide updates to executive management..
- Provide expertise in reporting; from within the accounting systems or from the SQL data warehouse..
- Work with SQL databases; create reports and stored procedures.
- Work with business owners to define and automate KPI's and metrics across the organization, including development and monitoring of data sources.
- Work with the accounting and finance teams to identify and improve the business processes and operations; including changing or adding functionality and implementing new systems.
- Support all aspects of external and internal audit as related to accounting systems.
- Maintain application security and backup procedures.
- Provide technical support to users, act as liaison with third-party vendors to troubleshoot problems relating to user access, software updates, or installation.

PRGX

Atlanta, GA

Director of Financial Transformation

April 2019 – May 2021

- Performed a global review and analysis of all ERP, CRM, marketing, financial systems and integration tools. Identified several major inefficiencies and implemented corrections in systems, process and personnel.
- Led global rollout of Concur for international expense reimbursement. Aligned process for US, Canada, UK and Australia. Established a global procurement policy, with A/P automation and proper workflow.
- Led rollout of FloQast for accelerating the month end close process. Accelerated close by two days.
- Led global rollout of Vena for FP&A. Standardized global Finance and Accounting processes and tools for forecasting, reporting and modeling. Completed first successful global budget and forecast outside excel.
- Trained staff on all finance and accounting system changes. Aligned global practice between EU and US.
- Documented all major business functions, proposed improvements and managed RFP process to align all global practices under Oracle Cloud. Resulted in budget and implementation timeline for new ERP system.
- Led the adoption of processes and procedures necessary to comply with accounting standards, financial reporting requirements and the annual audit. Resulted in faster audit, with increased compliance.
- Managed process improvement to comply with audit recommendations, SOX compliance and internal reporting.
- Designed the new procure to pay process, with purchase orders, manager signoff workflow, legal review of contracts, and integration with fixed asset system and AP system.
- Implemented AP Automation system, AvidXchange. Resulted in decreased error rate due to invoice OCR capture and signoff workflow.
- Managed month end close process and annual audit for procurement, fixed assets & software capitalization.
- Managed the lease portfolio by implementing LeaseQuery, in accordance with ASC 842.

Fidelis Cybersecurity*Assistant Controller*

Bethesda, MD

March 2018 – March 2019

- Adopted ASC606 and redesigned the entire OTC (order to cash) process across all systems and departments. Allowed compliance with the new accounting standard without requiring a retrospective restatement and increased billing and revenue accuracy.
- Created a company Pricebook for all SKUs by revenue type, price, class, product line and method of sale. Reviewed all contracts and conducted a fair value assessment of all products and services. This allowed accurate contracting and revenue forecasting of new potential product lines.
- Mapped all department functions and created process diagrams in order to established internal controls.
- Implemented CPQ in Salesforce. This allowed automated quote generation and replaced prior manual quote generation using excel macro.
- Implemented Jitterbit for Salesforce/ NetSuite integration for all records, including products, accounts, CPQ records, opportunities and sales orders. This automated sales order creation and replaced manual entry.
- Updated NetSuite Revenue Module (ARM) Contract Renewal Module and Projects Module.
- Updated commission software, Xactly, for ASC606 and allowed the automation of the 2019 plan calculation.
- Redesigned discounting, TCV and ACV logic for bookings, pipeline and commissions reporting.
- Updated Adaptive Planning Integration with NetSuite. This allowed automated budgeting and forecasting.
- Updated the G/L for all income accounts. Resulted in consolidated GL and easier mapping to invoices.
- Added custom segments for region, product line and class to improve financial analysis.
- Reconciled deferred revenue from Pre-NetSuite to current day, then automated revenue forecasting and deferred revenue waterfall reports. Allowed accurate calculation of contract backlog and renewals.
- Redesigned customer and partner tier structure for reseller/distributor and updated all historical transactions. Allowed accurate migration of opportunities from salesforce to quotes in Netsuite ERP.
- Created AP workflow in NetSuite and integrated with our fulfillment partner Unicom. Allowed more accurate and quicker voucher payment.
- Implemented FloQast, close management tool. Accelerate month end close and improved reporting.
- Participated in deal desk with Director of Sales Ops.
- Managed monthly revenue trending and reporting. Assisted FP&A team with budgeting and forecasting.
- Managed NetSuite reports, saved searches, dashboards, item codes, and financial statements.
- Managed the month end close.
- Integrated Avalara with Netsuite for sales tax rates and updated all items for sale with correct tax codes.

DrFirst*Senior Manager of Revenue and Technical Accounting*

Rockville, MD

January 2017 – March 2018

- Adopted ASC606; documented revenue recognition position and implemented appropriate controls.
- Reviewed sales, distribution and marketing agreements to identify accounting issues and to monitor compliance with the company's SaaS revenue recognition policies.
- Assisted sales and legal teams with contract negotiation and revenue recognition guidance.
- Led cross functional efforts and training with groups outside of corporate accounting, including legal, sales and finance to insure all sources of revenue are properly reviewed for accounting purposes.
- Managed the credit & collections team, the billing team and the revenue department.
- Collaborated with legal, sales, operations and finance to evaluate new licensing or subscription models. Evaluated impacts to revenue recognition and communicate key risks to management.
- Reviewed and support all revenue recognition disclosures.
- Maintained and update internal Sarbanes-Oxley (SOX) documentation for revenue recognition and support internal audits of related controls.
- Assisted FP&A team with revenue forecasting and reporting using Quantrix.
- Approved and implemented all changes to commission plans to ensure proper accounting.
- Led NetSuite Re-architecture: implemented the NetSuite Contract Module and Advanced Revenue Module.
- Created a company-wide Pricebook and updated all contracts according to ASC606.
- Adopted ASC 805, purchase price allocation for new acquisitions.
- Assisted legal team with implementation of M-Files contract management system.
- Led month end close, quarterly review and the annual audit.
- Implemented Close Management Software FloQast.
- Implemented A/P automation software AvidXchange.

Mitchell International*Senior Accountant Revenue Recognition and Royalty Accounting*

San Diego, CA

January 2016 – January 2017

- Prepared all journal entries, allocations, reserves and adjustments to ensure proper recognition of revenue, reversing of accruals and royalty expense in support of the month-end close.
- Analyzed revenue results compared to budget, forecast and historical trends using Adaptive Planning.
- Reviewed SaaS customer contracts to ensure proper revenue recognition treatment, according to ASC606.

- Prepared monthly, quarterly, and annual royalty payment calculations in compliance with executed agreements.
- Prepared technical accounting memos to support the revenue recognition of multiple-element arrangements.
- Reconciled revenue, deferred revenue, billings and royalties relating to various business units.
- Completed annual audit tasks for revenue recalculation, contract analysis and workpaper documentation.

Illumina, Inc

Accounting Analyst- Revenue Recognition

Accounting Specialist- Transactions

Accounting Specialist- Accounts Receivable

San Diego, CA

March 2015 – January 2016

October 2014 – March 2015

June 2012 - October 2014

Accounting Analyst- Revenue Recognition

- Led conversion to SAP for Master Data Management, Billings, Cash Application and Customer Deposits.
- Reconciled deferred revenue, unbilled receivables, customer deposits, bad debt, unapplied cash and AR.
- Built Quickbase Applications to automate monthly customer deposits and revenue reconciliations.
- Calculated of LT/ST deferred revenue journal entries using historical FX rates.
- Completed Quarterly SOX testing for service and warranty deferred revenue balance.
- Responsible for contract review of consumables, instruments and service & warranty orders.
- Monthly testing of internal controls relating to service and warranty revenue.
- Liaison between transactions, accounts receivable and revenue recognition.
- Knowledge of entire Quote to Cash process, including order fulfillment, invoicing, cash application and master data management.

Accounting Specialist- Transactions

- Managed Contract manufacturing month end journal entries, billing, and cash application.
- Performed reconciliations to the general ledger, lockbox and branch records and other month-end procedures.
- Completed daily processing of cash receipts and postings to customer accounts, including payments made by credit card, lockbox and branch deposits.
- Interfaced with the Credit and Collections Team as well as Account Managers to troubleshoot and resolve customer payment discrepancies.
- Performed ongoing maintenance to Customer Master Data.

Accounting Specialist- Accounts Receivable

- Performed monthly reconciliations for A/R other, unapplied cash, and customer deposits.
- Used JD Edwards, to post journal entries, apply credits, update addresses, and pull invoices.
- Managed credit checks, tracked proforma invoices, and issue manual invoices.
- Collected A/R, posted cash payments, and reconciled unapplied cash, customer deposits and order changes.
- Audited and reviewed quotes, purchase orders, invoices and order entry to ensure accuracy.
- Approved new customers and established credit limits using DNB and MKdenial.

Solar Turbines, Inc

Staff Accountant

San Diego, CA

September 2010 - December 2011

- Performed complex project margin analysis for Oil & Gas and Power Generation projects.
- Prepared general ledger transactions for miscellaneous cost entries.
- Completed quarterly Sarbanes Oxley testing for revenue recognition and invoicing controls.

Moss Adams, LLP

Tax Accountant

Irvine, CA

August 2008 - May 2009

- Preparation of multi-state corporate, s-corporation, partnership, non-profit and individual tax returns using ProSystems, for both private and public companies.
- Staff Auditor rotation, working on clients in the finance, construction, and manufacturing industries.

PricewaterhouseCoopers LLP

Intern, Tax Consulting

McLean, VA

June 2006 - August 2006

- Prepared corporate and partnership Tax Returns using GoSystems Tax RS.

Reznick Group, P.C.

Intern, Tax Consulting

Bethesda, MD

January 2006 - April 2006

- Prepared individual and partnership tax returns using GoSystems Tax RS.
- Compiled trial balances with Caseware Working Papers.

Education

San Diego State University, San Diego, CA

Charles W. Lamden School of Accountancy
Masters Program
Masters of Accountancy, Financial Reporting, 2011
GPA: 3.74

University of Maryland, College Park, MD

Robert H. Smith School of Business
University Honors Program
B.S., Finance and Accounting, 2007
GPA: 3.907

Licenses

CPA License #130137 (California) and 42700 (Maryland)

Advanced knowledge of GAAP, IFRS, and Financial Statement Preparation

Professional References

Kurt Abkemeier: CFO, PRGX

Nick Reskusic: Controller, Fidelis Cybersecurity

David Samuels: CFO, DrFirst

Daniel Barrow: Senior Manager of Revenue, Mitchell International

Tavo Espinoza: Director of Accounting, Illumina