

Connor Greenland

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OBJECTIVE

Highly motivated finance professional with extensive advisory experience in SaaS and high-growth service industries, I am seeking a finance role within the fintech industry. Leveraging my expertise in financial planning and analysis, leadership, and strategic planning, my mission is to drive long-term growth and success for my organization. I bring a proven track record of collaborating with cross-functional teams, fostering a positive work culture, and implementing cutting-edge technologies to achieve corporate goals and objectives.

EXPERIENCE

Finance Manager

Compass East Financial, Jan 2022 - Present

- Strategic Financial Planning and Analysis:
 - Managed strategic long-term financial planning, modeling, and forecasting, including development of operating models, cash forecasts, and KPI dashboards, which supported and enabled the successful raising of debt and equity financing exceeding \$100 million across clients under management.
 - Conducted performance analysis on actual vs. budget variances, and generated reports on metrics such as churn, retention, bookings, and other key SaaS metrics, to support data-driven decision-making.
 - Collaborated cross-functionally with internal client departments to understand their goals and objectives, and provide financial insights and recommendations to facilitate their success.
 - Monitored industry trends and developments to inform strategic decision-making and ensure a competitive edge for clients.
- Financial Leadership and Business Strategy:
 - Demonstrated cross-functional expertise and a keen ability to quickly develop a global understanding of company and department operations.
 - Leveraged extensive knowledge of financial modeling, data analysis, and forecasting to optimize business models, improve operational efficiency, and maximize profitability.
 - Functioned as a change agent, using data-driven insights to influence leadership teams and persuade stakeholders to adopt innovative solutions.
 - Developed and implemented finance and accounting technology roadmaps to improve client operations and enhance overall business performance.
 - Played a key role in setting department compensation plans and incentive structures to ensure alignment with corporate goals and objectives.

Implementation Manager

Compass East Financial, Jan 2020 - Dec 2021

- Systems Implementation and Integration:
 - Conducted comprehensive system evaluations to identify requirements and assess potential vendors, negotiated contracts, and managed project teams consisting of analysts, seniors, and controllers.
 - Spearheaded the successful implementation of cloud-based financial systems, resulting in streamlined accounting and finance operations, reduced financial-close times, and improved data accuracy.
 - Coordinated system testing, user training, and change management activities, ensuring seamless integration with existing or new workflows.
- Financial Reporting and Compliance:
 - Developed and implemented best-in-class accounting and reporting processes for a diverse client base, ensuring compliance with GAAP and other regulatory requirements.
 - Streamlined the month-end close process, reducing the close cycle time, and developed financial reporting packages that were standardized across all clients.
 - Led the successful implementation of ASC 606 revenue recognition principles.
 - Prepared and presented timely and accurate financial statements, including balance sheets, income statements, and cash flow statements, and key performance indicators to C-suite executives.
 - Maintained relationships with key stakeholders, including investors, lenders, and auditors, and served as a trusted advisor to clients on accounting and reporting matters.

Intern, Staff, and Senior Accountant

Compass East Financial, Jan 2016 - Dec 2019

Accounting & Finance Intern

Big Loud Records, June 2015 - December 2016

EDUCATION

Belmont University

Bachelor of Business Administration in Accounting & Music Business
Honors: cum laude

Nashville, Tennessee

December 2016