**JOSEPH A. PRISCO**

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**Increasing Cash Flow- Reducing Expenses- Increasing Business Value**

**SUMMARY**

**Director of Accounts Receivable** with a proven record of increasing cash flow and profitability. Proactive in reducing costs through systems implementation. Skilled relationship builder, project leader who is able to reach consensus with key internal and external decision makers. Recognized by Fortune 500 companies for building leading teams and systems.

**CORE STRENGTHS**

|  |  |
| --- | --- |
| * Personnel training and empowerment | * Cash Management |
| * Account reconciliations | * System implementation |
| * Negotiation and mediation | * Slashing bad debt |
| * Cash flow management | * Customer service/client relations |

**PROFESSIONAL EXPERIENCE**

**MOTOROLA SOLUTIONS,** Holtsville, NY **2001 - 2011**

***Director Credit, Collections, Account Receivable & Billing***

**Responsible for order to cash process.**

* Improve customer service percentages through visits and phone calls. Increased customer satisfaction to 97% from 65% which accelerated large customer payments.
* Improved and quickened closing and audit process by 1 day as part of team that moved SAP balances to Oracle.
* Increased cash collections $20 million per quarter, reduced head count by 5 people and reduced DSO 30 days by locating and installing web based collection software Get Paid.
* Increased retention rates to 97% from 50% by working daily with direct reports and weekly with all staff to set goals and maintain open communications.
* Managed and trained thirty associates.
* Developed and reported quarterly and yearly forecast of cash.
* Decreased bad debt to below 1%.
* Rewrote company credit and collection policy.
* Negotiated customer pay outs and settlements.
* Increased department productivity and morale by introducing cross training for collectors and billers.

**ADECCO CORPORATION,** Melville, NY **1994 - 2001**

***Director Credit, Collections, Account Receivable & Billing***

Managed staff of 30 to 35 people.

* Moved business reporting from main frame to Oracle under budget with limited disruption of day to day business as integral part of “Project Reach”.
* Reduced risk and write offs to 3% from 6% by setting clear and accountable credit review standards. These standards included balance sheet reviews, references and banking information and verification..

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**ADECCO CORPORATION**

***Director Credit, Collections, Account Receivable & Billing*** *(cont’d)*

* Reduced billing errors 30%, expenses $500,000 dollars annually and accelerated cash collections 25% by initiating electronic and web based billing.
* Improved quality of cash application and reduced expenses 10% by implementing automated lockbox program to have cash applied directly at banks.
* Reduced unapplied cash by creating customer mailboxes with increased customer satisfaction to 95% from 55%.

**Leaders Instruments**

**Manager Credit & Collections**

**1987- 1994**

**EDUCATION**

Hofstra University, Uniondale, NY- Bachelors Degree-

National Association of Credit Managers- Credit Analysis

**ADDITIONAL SKILLS**

|  |  |
| --- | --- |
| * Advanced SAP Skills | * Excel & Word |
| * Advanced Oracle Skills | * Web based software-Get Paid |
| * Financial Analysis |  |