**{firstName} {lastName}, {#hasTitle},{title}{/hasTitle}**

{phoneNumber} | {email} | {city}, {state}

**Strategic Finance Manager**

Financial Modeling | Pricing & Deals | Reporting & Analysis | Capital Planning | Operational Planning

**Professional Profile**

Successful finance manager with a record of driving growth and cost optimization for two of the top global Fortune 100 companies. Partner with engineering teams and product managers to build competitive pricing models for launching new products and services in the competitive cloud computing marketspace, resulting in $1B+ in new contracts. Develop corporate playbooks to model and build discounted pricing structures for strategic enterprise deals with large, high value customers. Maintain specialized expertise building complex models and providing actionable insights to drive optimal financial outcomes. Thrive in fast-growth, high visibility, leading edge technology development environments with the ability to identify key metrics and communicate analysis results to leadership and stakeholders.

* **Subject Matter Expert in leading Financial Planning and Analysis (FP&A)** for a business that is technologically advanced and forward-thinking, clearly communicating the results to stakeholders.
* **Team builder with excellent organization and communication skills.** Cultivate employee engagement, build skills through staff training and mentoring, and respond to the needs of the team.
* **Exceptional ability to develop key performance metrics** and proactively create reports and models to meet them.

**Areas of Expertise**

Financial Analysis – New Product Pricing – P&L Ownership – Feature Tracking – Impact Analysis – Pricing Analysis – Cost Optimization – Project Management – Cross-Functional Collaboration – Process Improvement – Financial Modeling – Problem Solving – Operational Planning – Enterprise Deals – Business Reviews – Valuation– Capital Planning

**Professional Experience**

**123 Web Services (AWS)** – Ann Arbor, MI 2018 to Present

***Senior Manager, Finance Management*** – August 2022 to Present

Oversee the S3 & Glacier Cost and Capacity team and manage a team of six US-based staff and a handful of Finance/Business Intelligence professionals based overseas. Collaborate with senior 123 leadership to solve critical financial and operational problems. Manage an annual ~$5B Capital Expenditure and provide incremental headcount justification for S3 and Glacier. Responsible for S3’s efficiency, savings initiatives, profitability, and P&L as part of its $8B+ in revenue generation. Maintain numerous marginal cost models, capacity models, and cost allocation for internal 123 and 123 (non-123) users.

**Notable Contributions:**

* **Led this year’s Operational Planning cycle for S3 and Glacier** to set realistic goals considering current economic and market conditions. The plan is critical for revenue planning and is reviewed by 123 and 123 executives.
* **Identified over $1B in savings initiatives/projects for FY ’23** being tracked and reported by my team to senior leadership on a regular basis. Partnered with engineering teams across 123 to identify and measure results.

***Finance Manager*** – April 2019 to August 2022

Promoted to lead S3’s new product pricing team and serve as the dedicated finance business partner to S3’s Storage Management Business. Responsible for a total of four direct reports based in the United States. Oversaw all public pricing decisions pertaining to new products, new regions, re-pricing, etc. for S3, Glacier, and a handful of other AWS services. With this skillset and expertise, the team is often tasked with challenging ad hoc projects which come from senior leadership. Served as the dedicated finance business partner to the S3 Storage Management business with full P&L ownership. The Storage Management business unit is considered challenging and complex to manage given its high growth and many distinct business units. Storage Management is considered strategically important for S3 as it is a key differentiator between S3 and other cloud storage providers. Our team served a key role in driving Storage Management growth and profitability through a myriad of metrics, initiatives, and mechanisms developed during my time leading the team.

**Notable Contributions:**

* **Selected as a 123 pricing subject matter expert** for the whole of 123. Additionally, assisted team driving improvements to the quality and consistency of 123 pricing docs (AWS CFO Level Goal) along with four other 123 Finance members.
* **Selected to rewrite the 123 Finance Job Family Role Guidelines** for L6.5 Finance Managers. Chosen to represent AWS for this exercise and partnered with two other Finance Managers outside of AWS to rewrite the Amazon Finance Job Family role guidelines which are used to hire and promote within Amazon.

***Senior Financial Analyst*** – June 2019 to April 2021

Promoted to work on strategic finance with 123 senior management and other key internal stakeholders. Provides financial analysis and recommendations, creating complex financial models, analytical tools, usage forecasts, pricing models, and marginal cost models for new products and features. Responsible for ensuring reporting accuracy, enabling effective strategic planning and decision making. Designs, tests, and implements financial control solutions. Maintains involvement on the deal teams for AWS storage services from the previously held position.

**Notable Contributions:**

* **Received top performance reviews** for key contributions to successful product launches and providing financial analyses to drive product decisions and pricing.
* **Built new, improved reports and analyses** to meet requirements of stakeholders and project leads.

***Financial Analyst II*** – 2018 to 2019

Served on the 123 Finance Team, supporting new products, storage deals, and storage management. Utilized data and analysis to make recommendations, suggest improvements, and impact product development. Supported new S3 product approvals by creating analytical models and reports to gain senior management approval. Communicated analysis results to key stakeholders and identified root causes impacting business performance. Trained and mentored new team members.

**Notable Contributions:**

* **Successfully modeled several large private deals,** serving as the deal leadfor xx and Gx, eventually resulting in the development of 123xx, a low-cost cloud storage service for data archiving and long-term backup. Also collaborated on multi-year deals with key storage customers valued at hundreds of millions of dollars.
* **Created regional P&L reports and streamlined the complex S3 product launch process** and established procedural structure, including an S3 product playbook for technical product managers and software developers, helping them make knowledge-based decisions based on S3 region profitability, dynamics, and key trends.

**123 Entertainment** – Las Vegas, NV 2016 to 2018

***Corporate Financial Planning & Analysis, Financial Analyst***

Provided financial analysis and reporting to senior managers and casino operators at 45 properties worldwide.

* Built financial and operational models for acquisitions, divestitures, and greenfield development opportunities.
* Created weekly enterprise-wide net revenue and EBITDA forecasts for senior management and board members.
* Provided Investor Relations with analytical commentary and graphics for earnings calls and presentations.
* Researched and prepared competitive analyses of major international and regional casinos for senior management. Compared assessments against current performance and planned strategy.

**Previous Experience**

* Investment Banking Summer Analyst | Partners, LLC | Anytown, CA | Summer 2015
* Equity Research Analyst | 123 Reports | Anytown, LA | Winter 2015
* Summer Analyst | 123 Strategy Consulting Group | Shanghai, China | Summer 2014
* Wealth Management Intern | Morgan Stanley | Anytown, CA | Summer 2013

**Education**

* Bachelor of Science in Management, Any University, New Orleans, LA | Finance | cum laude
* Bachelor of Arts, Any University, New Orleans, LA | Asian Studies | cum laude

**Certification**

* Chartered Financial Analyst® (CFA) Charterholder | CFA Institute

**Software & Tools**

Oracle Essbase, Tableau, Microstrategy, Visual Basic for Applications (VBA), SQL, IBM Cognos TM1, S&P Capital IQ, Bloomberg Intelligence, Microsoft Office (Word/Excel/PowerPoint/Outlook)