

# Ryan L. Kuhn, CPA

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## Summary of Experience

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Experienced finance professional with strong analytical and financial leadership skills. Broad exposure earned during military, audit, and finance experiences has resulted in strong interpersonal skills, learning agility, and a drive for results.

## Certifications

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- Certified Public Accountant (CPA), State of New Jersey, September, 2013
- Certified Management Accountant (CMA), August, 2012

## Senior Financial Analyst

Ortho Clinical Diagnostics, Raritan, NJ  
August 2016 to Present

Provide financial leadership to worldwide operations; support consolidations with insight and analytical support.

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- Provide financial leadership during the AOP and interim forecasts by driving analysis of the underlying assumptions. Consolidate inputs across three plants and 5 functions. Result: Consolidated AOP decks were concisely summarized and the commentary clearly highlighted the changes in year over year spending.
- **Interface with FP&A and Controllershship** to address emerging issues and to represent Operations Finance to the corporate functions. Bridge between tactical reporting at the plants and the strategic reporting needs of the CFO. Result: Publish reporting that is grounded in detailed analysis summarized for senior management.
- **Manage the monthly close** process including coordinating reporting requirements and improving data accuracy. Introduced forward looking analysis into management reporting to enable better decision making. Result: Reduced the close cycle by 2 days enabling senior leadership to receive monthly results sooner and allow finance to direct resources towards other value added activities.

## Senior Financial Analyst

Quest Diagnostics Inc.- Madison, NJ  
December 2014 to July 2016

Prepare financial models to evaluate deals and ensure they are profitable.

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- Prepare financial models to evaluate pricing decisions in negotiations with large health plans. Recommend pricing approach that optimizes the relationship with the health plan and revenue. Result: **Present the results of the analysis to sales executives and senior management** and advise management if pricing terms are acceptable.
- **Collaborate with a cross-functional team** to understand changes in the cost structure and the impact on inputs used in financial models. Result: Health plan deals will be based on the most current and accurate information.
- Performed analytics on company-wide revenue write-offs for indigent patients and reported the result to internal audit. Result: The analysis and data visualizations were used to plan a 2-part audit of controls around the write-offs. Invited to **provide data systems and analytics support** for this audit.
- Developed a data model to translate volume based price changes to over 200 fee schedules. The model used extensive automation which enabled changes to be quickly applied to all fee schedules. Result: The price translations were complete and delivered to sales execs nearly 11 months ahead of the prior year adjustments.
- Performed special pricing analysis involving several VP-level functional leaders and presented the results to the CFO. Result: Executive management made a data-based pricing decision and retained over \$1M in revenue.

## Senior Internal Auditor

Quest Diagnostics Inc.- Lyndhurst, NJ

November 2013 to December, 2014

Perform varying types of reviews including operational, compliance, and financial audits.

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- **Lead 4 person team** of auditing an international sales unit for compliance with Foreign Corrupt Practices Act. Assigned roles to the audit team members and managed to audit through completion. Result: The audit was performed with minimal interruption to sales operations.
- Participate in audits of new processes or areas without prior audit coverage such as Supplier Diversity, Revenue Analytics, and non-standard processes at a joint venture. **Determine the audit scope and procedures** which enable a comprehensive review. Results: Documentation will form the framework for future audits and enable repeatable evaluations of the critical controls.
- Summarize and **present audit results to senior management** and stakeholders. Result: Management is kept informed of audit status and recommendations are persuasive and understood by the recipient.
- **Selected from amongst peers** to redesign the year end performance evaluation criteria for staff and senior auditors. Combined best practices from large audit firms, departmental strategic objectives, and guidance from the Institute of Internal Auditors. Result: Translated the department strategy into individual objectives and built consensus on how success will be measured during performance reviews.

## Senior Auditor

Defense Contract Audit Agency- Morristown, NJ

August, 2010 to November, 2013

Examine accounting practices for compliance with procurement regulations and protect taxpayer's interests.

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- **Lead a 3 person team** in an audit of complex corporate and service center cost allocations to determine if the costs were fairly allocated to Government contracts. Result: Effective engagement planning to align audit procedures with customer expectations resulted in a 60% cycle time reduction.
- Prepare audit reports to **clearly present results** in accordance with defined audit program steps by streamlining the report to focus discussion with stakeholders on recommendations. Result: Reports are now 30% shorter, with concise summary findings and recommendations.
- **Develop team competencies** through informal training sessions in statistical sampling and regression analysis. Result: These procedures were incorporated in the audit plans to provide reliable support for recommendations.

## U.S. Marine Corps Reserve

Madison, WI & Al-Anbar, Iraq

June, 2002 to July, 2009

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- **Lead a 12 man squad** in combat operations.
- **Instruct junior Marines** in technical aspects of infantry field such as navigation, communication equipment, and first aid. Result: Marines were ready for deployments and prepared to assume future leadership roles.

## Education

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- Masters of Accountancy- Financial Accounting  
Rutgers, the State University of New Jersey- Newark, January, 2016
- Bachelor of Business Administration – Accounting  
University of Wisconsin- Whitewater, August, 2010