

Ryan L. Kuhn, CPA

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Summary of Experience

Experienced finance professional with strong technical, analytical and 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

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

Senior Financial Analyst

Quest Diagnostics Inc.- Madison, NJ

December 2014 to Present

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

- 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 database application** to manage current health plan negotiations. Result: The application eliminated 4 hours of manual reporting effort each month through automation and enables ad-hoc analyses by putting the information at the analyst's fingertips.
- Developed a data model to translate volume based price changes to over 200 fee schedules. **The model used extensive SQL queries** 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.

- **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.

- Integrate data from multiple sources and used R to apply **advanced data analytics** and evaluate the expense data. Direct detailed invoice testing efforts towards areas or transactions most likely to have errors. Result: The engagement required 4 fewer auditors to complete than comparable audits.
- 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.
- **Developed a data management tool** which reduced the resources needed to review travel and entertainment expenses. The template automated the expense selection process allowing the team to focus on value added actions. Result: The annual travel and entertainment audit was issued several weeks earlier than prior years.
- **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.

- **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.
- Use audit techniques such as interviews, inspecting documents, as well as **quantitative methods such as regression analysis and statistical sampling**. Complete audit programs and prepare workpapers in accordance with Generally Accepted Government Auditing Standards (GAGAS).
- 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.
- Responsible for **special projects** such as coordinating audit approaches with other audit offices, aggregating and reporting cost data from multiple contractor locations, and researching auditing standards. Result: Developed a network with other agency offices to facilitate sharing best practices.

U.S. Marine Corps Reserve

Madison, WI & Al-Anbar, Iraq

June, 2002 to July, 2009

- **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

- 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