

Malcolm Sinclair

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PROFESSIONAL EXPERIENCE

Series B FinTech

January 2021 – September 2021

FP&A Consultant

- Built integrated model enabling the accurate forecasting of Revenue, OpEx, Cash-on-Hand, and key metrics, i.e. NDR, Customer Count, Connected Accounts.
- Partnered with engineering team to build logic for automated customer billing.
- Created Salesforce dashboards/reports highlighting pipeline movements, stuck/stale opportunities, and key opportunities to meet forecast.
- Built and implemented finance templates for BoD meetings, MBR & QBR, as well as company town halls.

Atlassian, San Francisco, CA

October 2018 – September 2020

Finance & Strategy Manager

Product Finance (April 2020-September 2020)

- Owned Bookings and MRR models for Trello, Atlassian Access, Atlassian Marketplace, and New Products.
- Rebuilt Trello model to align forecast methodology with that of other major Atlassian products.
- Collaborated with Business Operations (BizOps) and Product to create monthly business review and quarterly business review presentations.
- Responsible for integrating acquisitions and new products into the Bookings and MRR forecast.

Corporate Finance (January 2019-April 2020)

- Prepared and presented quarterly review pack to CFO, Finance Leadership, and Investor Relations (IR).
 - Walk-through of all financial statements and key metrics on a company level as well as product metrics.
- Owned Code Barrel acquisition model from due-diligence through auditor sign-off and co-owned acquisition model for AgileCraft.
- Rebuilt and owned earnings guidance model used by CFO and IR for quarterly and yearly guidance to investors.
- Contributed to preparation of Board of Directors materials.
- Prepared quarterly CFO town-hall presentation.

Go-to-Market (GTM) Finance (October 2018-September 2019)

- Owned all of Atlassian Sales & Marketing (S&M) expense and headcount planing.
- Presented analysis of S&M expense to President of company outlining underinvestment in high-growth products.
 - Resulted in a reorganization of team to better align resourcing to support continued growth.

Facebook, Menlo Park, CA

April 2017 – September 2018

Finance Analyst, Connectivity

- Analyzed \$100MM+ joint venture deal with a leading LEO Satellite operator.
 - Performed deep dive on financial and business plan, drafted due diligence questions and led conversation with target firm executive leadership.
- Created project finance model for rural infrastructure deployment deal with leading GEO operator.
- Completed analysis on early stage terrestrial connectivity project to evaluate total cost and deployment speed versus current status quo technology in rural deployments to determine incremental DAP/MAP to Facebook.
- Delivered Tableau dashboard to business partners, providing real time spend data vs budget & forecast.
- Streamlined Facebook Connectivity and Core Infrastructure consolidation process, reducing the amount of time required to consolidate.
- Delivered budget, forecasts, and month end activities for terrestrial and space R&D projects.

Johnson & Johnson, New Brunswick, NJ & Irvine, CA

February 2015 – April 2017

Finance Leadership Development Program (FLDP)

FLDP Analyst, New Brunswick, NJ (June 2016 – April 2017)

- Led finance support for Human Resources (HR) restructuring project.
- Finance partner for J&J Corporate HR.
- Led Corporate FLDP recruiting.

FLDP Analyst, Irvine, CA (February 2015 – June 2016)

- Consolidated and reported Supply Chain Income Statement, Capital Spend, and Cost Improvement Projects on a monthly basis, reducing time required to report by 20%.
- Finance partner for business unit supply chain expense and headcount.

EDUCATION

Florida International University, Miami, FL

August 2012 – December 2014

Bachelor of Business Administration, major in Finance