

# Joseph Pickett, MBA

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## **PROFESSIONAL SUMMARY**

Hands-on, seasoned professional utilizing keen analytical, quantitative, and conceptual insights to support strategic initiative progression and realization. My diverse background includes experience in healthcare, manufacturing, service industries, ecommerce and non-profit entities.

## **EXPERIENCE**

### **EXECUTIVE DIRECTOR OF FINANCE and CORPORATE CONTROLLER**

***Symetria Health – Naperville, IL (Healthcare) – substance abuse treatment via prescribed medications and counseling services***

3/2018 - Current

- **Accounting**
  - Ensure timely and accurate month-end close
  - Analyze/understand the results and communicate business implications
  - Develop account and system reconciliation processes
- **Revenue Cycle Management**
  - Ensure timely and accurate billing for services, and develop structured action plans for claim denials
  - Ensure that cash received is posted to claims daily and properly reconciled
  - Reduce DSO and improve accounts receivable aging
- **Accounts Payable and Payroll**
- **Accounting and Billing System Implementations**
  - Avea billing, Netsuities Accounting
- **Corporate Financial Policies, Procedures and Controls**

### **VICE PRESIDENT of FINANCE and ADMINISTRATION**

***Butler Specialty Company – Chicago, IL (Manufacturing/Distribution) – manufacture and sale of accent furniture***

9/2017 - 12/2017

- **Financial Management**
  - Ensured timely and accurate month end close processes and generation of financial statements
  - Improved DSO and aged receivable balances
  - Identify areas that could ultimately lead to improved EBITDA
  - Managed banking relationships
- **Financial Analysis**
  - Created monthly P&L forecast process, modeled inventory on-hand requirements, cash flow analysis and price sensitivity analysis
  - Created P&L variance report and identified areas for cost improvement
  - Identified opportunities for profit margin improvement based on sales price per unit analysis
- **Administration & IT**
  - Human Resource management (*union negotiations*), payroll processing
  - Implemented integrated IT solutions, outsourced IT management team

### **DIRECTOR of FINANCE**

***Institute for Transfusion Medicine - Rosemont, IL (Healthcare) – blood collections, transfusion and clinical research***  
**8/2011 - 6/2017**

Led a team of financial analysts in the identification and reporting of financial and operational performance metrics in support of organizational goals and P&L Statement improvement initiatives.

- **Financial Management**
  - Prepared fiscal Operating and Capital budgets; monthly forecasts and fiscal projections (*Oracle*)
  - Identified areas for contribution margin improvement; staff development
- **Financial Analysis**
  - Determined product pricing and built customer profitability models for new business planning
  - Performed financial analysis and modeling (ROI, due diligence, business case modeling)
  - Explained variances to management, development of reporting tools (Dashboards, KPI Reports)
- **Business Planning and Development**
  - Created Cost per Unit (CPU) models and metrics; drove CPU as a standard performance measure
  - Developed and implemented strategies which aligned corporate goals and objectives with company resources

**DIVISION FINANCE MANAGER**

**Autotrader.com** - Oakbrook Terrace, IL (*international on-line advertising/sales*) (*centralization to Atlanta GA*)  
**6/2005 - 12/2010**

Provided outstanding financial guidance to Middle and Sr. Management in an advisory capacity.

- **Financial Analysis** - prepared annual line item operating budgets and monthly forecasts based on sales trends and business metrics. Prepared monthly P&L analysis with variance explanations; advised directors of risks and opportunities. Created a predictive customer churn model using MS Excel (**Hyperion/Essbase**)
- **Operations Analysis and Reporting** - developed and prepared various reporting, benchmarking and analysis tools to assist the management team in increasing productivity and market penetration; identified opportunities for revenue growth via core and campaign products. Identified key metrics and business drivers. Performed one-on-one meetings with district sales managers to enhance their knowledge; presented monthly and quarterly results at regular update meetings

**REGIONAL FINANCE MANAGER**

**Black Box Inc.** - Countryside, IL – *global cabling and telephony equipment manufacturing, sales and service*  
**8/2003 - 6/2005**

Supervised 2 accounting professionals

- **Accounting** – General ledger, financial statements, A/R, A/P, payroll, payroll taxes (**ABRA** payroll system)
- **Cash Management** – **account funding via wire transfer and ACH deposits, reconciled inter-company cash**
- **Financial Analysis** – P&L variance explanations, revenue and expense forecasts, cash flow and DSO analysis

**ACCOUNTING MANAGER**

**Ameriking** - Westchester, IL – *world's largest Burger King Franchisee (bankrupt)*  
**8/2001 - 7/2003**

Supervised 3 professional and 5 clerical; managed the following processes:

- **Accounting and Tax Compliance** – General Ledger, impairment analysis, account reconciliations (**Great Plains**)
- **Project Analysis** - capital spending, repair and maintenance, cost allocations, leasehold improvements

**REGIONAL FINANCE MANAGER**

**Emerson Electric/Fisher Controls** - Oak Forest, IL - *manufacturer of industrial valves/parts (downsized)*  
**10/2000 - 7/2001**

Supervised 2 professional and 13 clerical staff in 6 mid-western offices; manage the following processes:

- **Accounting and Tax Compliance** – G/L, A/P and A/R, P&L analysis, cash flow forecasting (**Hyperion**)
- **Budgets and Forecasts** – prepared operating budgets and monthly forecasts, capital spending budget

**FINANCE MANAGER**

**American Medical Association/Solutions** - Chicago, IL - *for profit marketing division*  
**3/2000 - 10/2000**

Supervised 3 clerical associates, manage the following processes:

- **Monthly P&L Analysis** – monthly actual to budget variance explanations; advised management accordingly
- **Pricing Models** – prepared pricing models to maximize revenue opportunities

**CORPORATE CONTROLLER**

**Envirotest** - Villa Park, IL – *automobile pollution emission testing for the State of Illinois (buyout)*  
**1/1998 - 3/2000**

Supervised 2 professional and 4 clerical associates; managed the following processes:

- **Accounting** – G/L, A/P, A/R, payroll, reconciliations, financial statements (**Solomon, FAS, ADP**)
- **Budgets and Forecasts** - operating and capital budgets/forecasts, cash flow and project accounting
- **P&L Analysis** - provided actual to budget variance explanations; advised management accordingly
- **Operations Analysis** – trend recognition, risk assessments, cost reduction analysis, project management

**VARIOUS ACCOUNTING, FINANCE and ANALYSIS POSITIONS**

**MIDCON Corp./NGPL** - Lombard, IL – *natural gas transmission and marketing (company relocated)*  
**1/1989 - 12/1997**

- **Sr. Strategic Planning Analyst** – opportunity and risk assessments, business modeling, ROI
- **Sr. Business Analyst** – system conversions, systems training, process improvements, procedure manuals
- **Sr. Financial Analyst** - prepared account analysis, variance explanations, balance sheet account analysis

**EDUCATION**

**MBA – Finance** / *Governors State University, University Park, IL*

**B.S. - Accounting** / *Chicago State University, Chicago, IL*

**SYSTEMS/SKILLS**

Netsuite, Oracle, Great Plains, Hyperion, Essbase, Solomon, FAS, Probusiness, ABBRA, ADP, MS Office Suite (*Power Point, Access, Outlook, Visio, Excel (Vlookup, Hlookup, Macros, Arrays, Pivot Tables)*)