

ROBERT GALL

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FORTUNE 100 ■ FINANCE MANAGEMENT ■ PROJECT MANAGEMENT

MBA ■ PMP ■ SIX SIGMA ■ SAP ■ HYPERION

Optimize corporate profitability by providing insightful financial analysis, building sophisticated business case models, and recommending cost reduction and revenue enhancement opportunities.

Achieved cost savings of \$100 million and increased revenue by \$1.2 billion.

- Modeling business case decision scenarios
- Transforming financial operating processes
- Optimizing capital funding decision-making
- Implementing innovative budgeting techniques
- Evaluating product portfolio viability
- Creating project planning & control function
- Measuring performance with operating drivers
- Allocating capital/labor resources optimally

EXPERIENCE

VEIN CLINICS OF AMERICA

Largest and most experienced firm in the vein treatment space.

Sr. Manager, Financial Planning and Treasury 2015 to Present

Returned \$500 million company to solid financial profitability by directing strategic decision-making.

- Produced 14% revenue increase and \$10 million EBITDA in first year, by leading planning effort that developed six-year long-range plan to double revenues and increase EBITDA six-fold.
- Managed \$16 million working capital facility and \$6 million bridge loan to provide liquidity for existing operations and fund double-digit growth.
- Saved \$13.3 million annually by creating analysis that changed commission-based compensation model to base-plus-production compensation model.
- Discovered that facility capacity will be exhausted within two years by creating innovative facility utilization model that compared procedure room availability with 6-year growth plan.

REDBOX (COINSTAR)

America's destination for movies, video games and coin cashing.

Sr. Manager, Financial Planning & Analysis 2012 to 2015

Heightened \$2.5 billion corporation's results by providing profit-optimizing analysis and serving as subject matter expert on all financial and accounting issues.

- Reduced division's annual operating cost 30 Percent by modeling labor and discretionary expense to "keep-the-lights-on" levels and persuading senior leadership to execute recommendation.
- Saved \$6.9m by creating lease vs. buy cost-benefit analysis that convinced management to execute capital lease instead of equipment purchase.
- Made it possible for managers to generate insightful financial performance reports by creating complex spreadsheet templates and models.

WALGREENS

World's largest pharmacy-led health and wellbeing enterprise.

Manager, Finance 2009 to 2012

Enhanced growth of \$72 billion corporation by building financial forecast and decision support models that identified profit-optimizing new product development opportunities and business strategies.

- Increased revenue \$1.2 billion by building financial forecast and business case models that identifies EBITDA accretive new products and IT enhancements.

- Avoided \$100 million equipment purchase after discovering both labor savings and customer wait-time savings were insignificant.
- Saved \$6.3 million annual rent and, most importantly, saved human lives by analyzing data and recommending removal of high error probability equipment.
- Optimally allocated limited IT resources via creation of a project management system that held business owners accountable for results.

WELLS FARGO

Leading U.S. bank and home mortgage company.

Manager, Financial Planning & Analysis 2004 to 2009

Increased profitability by providing financial leadership to \$481 million sales division. Responsible for business planning and reporting, creating revenue optimization models, and reducing non-productive labor. Managed six reports.

- Reduced operating expenses \$12 million by leading a project team that "right-sized" the operation and identified discretionary expense control opportunities.
- Improved budgeting methodology and reduced processing time 25 percent via creation of PC-based budget model that was adopted corporate-wide.
- Forecasted results to within three percent of month-end performance by building innovative spreadsheet models that used statistical data.

FEDEX

World's largest express transportation company.

Manager, Financial Planning & Analysis 1994 to 2004

Stimulated revenue growth and cost control by providing financial leadership to \$590 million region. Responsible for quantifying performance benchmarks, identifying productivity enhancements, and building business case models that identified profit-optimizing business strategies. Managed seven reports.

- Turned \$150 million loss into \$65 million profit by serving as project team finance lead.
- Saved \$12.6 million in annual expense by executing retail center profitability analysis that closed sixteen retail centers and relocated four retail centers.
- Improved project portfolio returns 12 percent by designing capital planning process that calculated project financial returns and generated prioritized project list.
- Provided managers with detailed expense plan and method to control daily spending by creating PC-based automated checkbook system.

Previously employed at COMMSCOPE (formerly ANDREW) as Manager, Project Planning & Control, and at NORTHROP GRUMMAN as Senior Program Planner.

- Planned, monitored, and controlled a project that was successfully awarded a \$1.5 billion U.S. Department of Defense production contract.
- Managed project management department that developed project plans and budgets, optimized resource allocation, and controlled expenditures.
- Trained direct reports and operating management on project management best practices.
- Implemented automated program management system, and trained staff on state-of-the-art scheduling techniques.

TECHNOLOGY - EDUCATION - CERTIFICATION

SAP • BPC • Hyperion Essbase & HFM • Cognos • Nichols' N5500 & PAC II • Excel, Word, PowerPoint

MASTER OF BUSINESS ADMINISTRATION – Finance

Loyola University

BACHELOR OF BUSINESS ADMINISTRATION – Production and Operations Management

Loyola University

PMP - PROJECT MANAGEMENT PROFESSIONAL

Project Management Institute

SIX SIGMA GREEN BELT (SSGB)

Chicago Deming Association – Six Sigma Master's Program