# Peter Quinn

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## Work Experience

**Autura**                                                                                                          **Remote**
*Senior FP&A Analyst*                                                                      August, 2024 – Present
- Lead financial reporting across Autura's five business segments, tracking monthly revenue and ARR for 2,000+ customers while delivering actionable insights to sales and customer operations teams
- Conduct granular expense analysis by department and GL account to monitor monthly spending trends, identify cost consolidation opportunities, and drive margin improvement initiatives
- Orchestrate the monthly Board reporting process, providing comprehensive financial analysis while coordinating inputs from five other departments to meet submission deadlines
- Build analytical frameworks evaluating customer churn patterns, product contribution margins, and rolling ARR forecasts to inform strategic decision-making and compensation planning
- Construct segment-specific revenue models spanning our software, auctions, and payment verticals to pinpoint growth levers, cyclical trends, and key account activity within each business line

**Santander Bank, N.A.**                                                                          **Boston, MA**
*Senior Analyst – Commercial Banking Finance*                                  June, 2022 – August, 2024
- Built and maintained a monthly loan balance report showing new and departing Commercial clients, variance by customer and segment, and comparison to budget for use in a monthly executive update
- Organized a new deal profitability report analyzing ROE, RORWA, pricing, and balance trends across the four main Commercial segments to assist in shaping the Bank's new business strategy
- Actively tracked risk-weighted asset consumption across the Commercial portfolio for use in forecasting strategic exits, planning asset sales, and generating actionable insights for relationship managers

*Financial Analyst — Finance Rotational Program*                              June, 2020 – June, 2022
- Capital Management rotation: assisted with the Bank's November 2020 CCAR resubmission and Board Stress Deck by creating slides including CET1 Ratios, ACLs, and loss rates across various stress scenarios
- PPNR Forecasting rotation (FP&A): collaborated with business line finance teams on macro variable-integrated forecasting methodologies in anticipation of the transition away from LIBOR rates
- Consumer & Business Banking rotation (FP&A): developed forecasts for various credit card initiatives and organized a monthly report highlighting card revenues, expenses, bookings, and other metrics
- Commercial Real Estate & Vehicle Finance rotation (FP&A): compiled monthly new deal profitability report for CRE & VF segments and developed a peer comparison report using S&P Market Intelligence

*Finance Intern—Strategy and Corporate Development*                      June, 2019 – August, 2019
- Analyzed twelve competing bank 10-Ks and quarterly reports by creating spreadsheets showing each bank's performance by segment and used data to benchmark Santander's segment performances
- Organized data for the Bank's three-year forecasting reports by generating tables and graphs through think-cell, which were used to outline relevant target goals for upper management

**University of Wisconsin-Madison**                                                           **Madison, WI**
Bachelor of Business Administration                                                                        May, 2020
Finance, Investment and Banking; Environmental Studies Minor (GPA: 3.58)

## Skills and Interests

**Key Skills**: Excel, PowerPoint, Tableau, Hyperion, Vena, NetSuite, Sage InTacct, ThoughtSpot, Stripe & Payments
**Interests:** Skiing, hiking, geography, photography, nutrition, neuroscience, the psychology of investing