

Rami Shoula

National Sales Controller

👤 Profile

Highly effective and dedicated Sales Controller adept in guiding management decisions in the sales and operations planning. Experienced in developing annual strategic and financial business plans, as a result of working closely with management teams. Bringing forth several years of valuable industry experience, combined with a passion for helping companies to maintain an adequate system of accounting records.

📁 Employment History

National Sales Controller at IBM, New York

May 2012 — September 2019

- Effectively led day-to-day operations of the finance department.
- Handled budget development and analysis.
- Managed accounting for investments and accounts payable and receivable.
- Collaborated with a variety of internal departments, including the CEO, CFO, and program controllers.
- Worked to identify new opportunities to improve company efficiencies.
- Leveraged new information technology and sought to establish highly effective standard operating procedures.

Controller at Davis Personnel Group, Philadelphia

April 2006 — April 2012

- Worked with the Human Resource and Finance Teams to help oversee all financial programs and progress.
- Reported to the Vice President of Finance and Operations, providing them with accurate and timely financial reports.
- Assisted in the development of internal controls and policies to ensure compliance with legislation.
- Validated employee Bonuses and Sales Commission data.
- Assisted the finance department with internal and year-end financial audits and closing activities.
- Worked to resolve any accounting discrepancies in a timely manner.

🎓 Education

Master of Accountancy, Villanova University, Villanova

August 2004 — May 2006

Bachelor of Economics, St. Joseph's College, Villanova

August 2000 — May 2004

Details

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Skills

Financial Management Skills

Team Leadership Skills

Sales Strategies

Strong Analytical Thinking Skills

Innovative Problem Solving

References

Dr. Angelo Lopez from Villanova University

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Dr. Sofia Rosenthal from Davis Personnel Group

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Lauren McGee from IBM

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