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| 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 HistoryNational 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. |  |  |  | | --- | --- | |  | EducationMaster of Accountancy, Villanova University, Villanova August 2004 — May 2006 Bachelor of Economics, St. Joseph's College, Villanova August 2000 — May 2004 |  |  |  | | --- | --- | |  | ReferencesDr. Angelo Lopez from Villanova University [anlopez@villanova.edu](mailto:anlopez@villanova.edu) · 609-887-3748 Dr. Sofia Rosenthal from Davis Personnel Group [srosenthal@davisgroup.org](mailto:srosenthal@davisgroup.org) · 609-384-3892 Lauren McGee from IBM [lmvp@ibm.org](mailto:lmvp@ibm.org) · 212-334-7738 | | DetailsSkills  |  |  | | --- | --- | | Financial Management Skills | | |  |  |  |  |  | | --- | --- | | Team Leadership Skills | | |  |  |  |  |  | | --- | --- | | Sales Strategies | | |  |  |  |  |  | | --- | --- | | Strong Analytical Thinking Skills | | |  |  |  |  |  | | --- | --- | | Innovative Problem Solving | | |  |  | |