

# SEAN P. DILLARD

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## SUMMARY

Senior Financial Analyst with consulting and operating experience driving profitability through cost, pricing, and performance analytics. Strengths in cost and variance analysis, KPI reporting, scenario modeling, capex business cases, and cross functional partnership with operations. Tools: Advanced Excel modeling, Power Query, SQL, Alteryx, dashboarding.

## EXPERIENCE

### Red Ventures (Healthgrades), Atlanta, GA

2020 — 2022

*Associate Director, Strategic Development*

- Launched digital marketing product from ideation to \$5M Year 1 revenue, growing to \$15M by Year 3; built financial projections, pricing models, and business case for executive approval
- Owned client P&L and built quarterly performance package with KPI trends and variance commentary; used ROI and value drivers to support renewals and pricing decisions, delivering 100% renewal rate
- Designed targeting algorithms and management dashboards in Alteryx; achieved 3x industry benchmark engagement and third party verified 15x ROI on marketing spend

### Boston Consulting Group, Atlanta, GA

2018 — 2020

*Consultant*

- Managed \$100M indirect procurement savings for consumer tech transformation; built cost and savings tracking models with variance explanations and weekly exec dashboard for leadership reviews
- Developed pricing optimization model for national travel company; identified margin levers and customer segment drivers resulting in \$40M+ incremental EBIT
- Created scenario models, cash runway views, and covenant monitoring for major U.S. airlines; defined assumptions governance and downside triggers for board reporting

### Princeton Consultants, New York, NY

2013 — 2017

*Senior Associate (2016 — 2017), Analyst/Associate (2013 — 2016)*

- Led cross functional team of 14 engineers on \$10B+ rail technology program; built governance reporting package and KPI tracking across 5 year implementation roadmap and 40+ components
- Served as design lead for safety technology rollout covering 32,000 miles of track; managed vendor coordination, requirements, and executive reporting cadence

## EDUCATION

### Stanford Graduate School of Business, Stanford, CA

2017 — 2019

*Master of Business Administration*

GSB Impact Fund Investment Committee Chair • VP, GSB Pride • Tech Club • Consulting Club

### Duke University, Durham, NC

2008 — 2012

*Bachelor of Science in Mathematics, Minor in German*

## SKILLS

**FP&A and Ops Finance:** cost analysis, variance analysis, KPI reporting, budgeting and reforecasting, scenario and sensitivity modeling, capex business cases, internal controls and process improvement

**Analytics:** Advanced Excel, Power Query, SQL, Alteryx, dashboarding and data visualization

## SELECTED FINANCE DELIVERABLES

Rolling forecast model • KPI dashboard • Pricing and margin analysis • Savings and spend tracking • Month end close support and variance commentary • Executive reporting package