Tim J. Sipe

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Strategic Tech Savvy FP&A and BI Leader

Experienced FP&A and BI leader known for taking on and solving complex challenges. I manage financial statement models as a system, developing deep expertise of business process drivers and iterating persistently to improve cash flow while upholding the highest fiduciary and ethical standards. I strive to lead and partner with empathy and situational awareness, adapting my style based on context and needs. My goal is to empower leaders and partners to focus on what they do best and win together.

Key achievements:

- Financial statement modeling and valuation, including M&A deals ($525M-$12B)
- Guiding organizations to profitable growth through top and bottom-line focused strategies
- Establishing FP&A in a PE setting; recruiting, leading, and developing teams
- Delivering low-cost automation, BI solutions, and process improvements that drive efficiency & cash flow

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EXPERIENCE

Allstate Identity Protection | 2018 - Present

Director, Financial Solutions Architect | 2023 - Present

- Leading pricing audit that has improved billing accuracy issues by ~99%+
- Spearheading initial research, analysis, and financial modeling of international markets expansion to drive 2x revenue growth opportunity
- Leveraged generative AI to improve speed and quality of investment decisions model leading to 3 LOIs with new international market expansion clients
- Composing monthly business unit review narrative deck for communicating AIP performance to enterprise leaders and the operating board
- Designing data mart with engineering team to implement activity-based-costing, enabling measurement of actual client profitability and improving pricing decisions and gross margins by 10-20%
- Recognized by sales leadership for my role delivering a custom annual incentive compensation model that provided transparency and collaboration to the process of tracking, measuring, and paying annual sales incentive bonuses to sales and account management teams

Director, FP&A and BI | 2019 - 2023

- Built AIP FP&A function and processes from scratch, recruiting, leading, and developing staff of 3 FP&A and 2 BI developers.
- Developed cashflow model to forecast cash needs and successfully funded $100M in business investments
- Assisted CFO in operationalizing financial strategies that returned the company to profitability in 2023 and 4x planned profitability in 2024 after multi-year investment (and loss) phase
- Collaboratively designed and launched a new subledger in Power BI to automate $10M+ quarterly commissions payments.
- Automated key FP&A and operational KPIs via Power BI reducing 500 man-hours of deck preparation
- Aligned functional and financial planning cycles leading to 25% reduction in forecast cycle time and improved top line forecast accuracy by 15%
- Maintained finance team stability through turnover of the entire executive leadership team

Senior Manager, FP&A | 2018 - 2019
- Led financial modeling and delivered finance components of post-integration execution of $525M acquisition of InfoArmor LLC (now Allstate Identity Protection)
- Joined InfoArmor CFO's staff to lead FP&A post-acquisition

Gogo Inflight Communications | 2014 - 2018
Strategic Planning Manager | 2017 – 2018
- Contributed to earnings release deck preparation and review with C-Suite and investor relations team
- Migrated strategic planning application to Oracle's PBCS platform and revamped Gogo's strategic planning process to provide a 10-year view needed to support investors and creditors
- Launched a 30-person volunteer mentor group that read with underprivileged 4th graders in Gogo's offices once per week

EMEA Finance Manager | 2014 – 2017
- Partnered with EMEA Region President and SVP of International Sales to win airline contracts worth more than $20M ARR in projected new client sales over 3 years
- Traveled to Europe and the Middle East to consult airlines on in-flight communication economics and financial benefits of having internet on their tails and assist closing final negotiations
- Presented to C-Suite in weekly deal review meetings to provide status and recommendations and get feedback and approval on commercial negotiations with airlines

Motorola Mobility (Google) | 2006 - 2014
Finance Controller, Companion Products | 2013 – 2014

- Promoted to lead finance for Motorola accessories division ($200M+ business unit) after Google acquisition, supporting Google's Director of Hardware
- Streamlined financial reporting and operations enabling Google to reduce finance team costs by 92%
- Steered weekly sales cadence to hit targets via review of key opportunities and risks
- Refined and executed on global pricing strategy for tens of mobile phone accessories
- Championed Motorola brand licensing business driving 15% increase in revenue

Manager, Global FP&A | 2010 – 2013

- Quickly innovated solution for Motorola leadership to automate iterations of financial models and related presentations to Google acquisition team to enable $12B acquisition
- Defined and executed pricing strategy for global tablet and mobile device products increasing new product launch speed by 5%
- Managed a cross-functional team to develop and launch a royalty accounting sub-ledger automating vendor royalty expense calculations, accruals, and payments to 300 vendors
- Completed a 9-month expat assignment supporting EMEA Sales and leveraged ROI analysis to improve efficiency of marketing spend by 20% while maintaining top line performance

Financial Analyst to Senior Analyst | 2006 – 2009

- Influenced VP of R&D with analysis of tradeoffs of $500M build/buy CAPEX decision
- Delivered accurate forecasting of cloud services budget, predicting expenses within 5% variance, supporting a team that grew from 25 to 500 employees and enabling data-driven investment decisions
- Automated financial reports using VBA and Excel reducing 200+ man-hours of manual work

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EDUCATION
University of Illinois at Urbana-Champaign, Champaign, IL
BS in Finance and The Hoeft Technology & Management Program