

RESUME SAMPLE

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SENIOR DIRECTOR/VP OF FINANCE | DRIVING SHAREHOLDER VALUE CREATION

15 Years of Progressively Senior-Level Finance Leadership | Pharmaceutical/Biotech | MBA

Empowering Executive Decision Making | Delivering Actionable Insight | Optimizing Capital Allocation

- ➔ **Executive business partner to C-suite pharma/biotech leaders** who evolves FP&A capabilities; elevated depth and quality of insights at Corgard via development of global workflow and process for EPS forecast and operating plan.
- ➔ **Future-focused leader with high learning agility and intellectual curiosity;** trusted by Corgard CEO and executive committee members for insights that bridge functions, geographies, and organizational silos to unleash value.
- ➔ **Strategic thinker who drives operating and budget processes globally** to manage risk while empowering innovation. Evolved finance infrastructure and strategy from rapid growth through maturity and sale to big pharma.

SPAN OF EXPERTISE

P&L Reporting & Consolidation
Budgeting | Forecasting
Leading High-Performing Teams
Short-Term/Long-Range Planning
Business Process Change
Insights, Analytics, & Automation
M&A Integration

EXECUTIVE CAREER HISTORY

CORGARD CORPORATION, now *Big Pharma*, Montville, NJ

2006 – Present

Senior Director, FP&A – Corporate Functions • 2018 – Present | *Executive Finance Partner to Corporate Functions*

Stepped into strategic global role as direct interface across all business lines, engaging with enterprise heads of human resources, corporate affairs, market access, corporate services, IT, finance, and business development, alliance management, and the CEO's office to deliver budget, expense forecast, and variance analysis. Manage team of 6 and approximately \$1B in expenses.

- ➔ **Tapped to lead multiple workstreams as finance lead for integration**, meeting weekly with Big Pharma counterparts, acquisition stakeholders, and PwC/Accenture consultants.
- ➔ **Established and executed strategic policy harmonization plan** to align Corgard finance policies with Big Pharma framework as finance lead for global initiative.
- ➔ **Spearheaded global IT restatement**, gaining buy-in and collaboration for large-scale effort that required identification, quantification, and mapping of over \$450M in expenses to Big Pharma chart of accounts.
- ➔ **Championed shift towards streamlined global standard** as member of Finance One project aimed at establishing finance center of excellence to create best-in-class client support function serving leaders enterprise-wide.

Director, FP&A – Corporate Functions • 2016 – 2018 | *Corporate FP&A Lead Driving Global Consolidated P&L*

Shouldered broad accountability as finance business partner and executive support to global CFO. Distilled and presented financial summaries to CFO/CEO, partnered with executive team and Investor Relations on messaging and analyst positioning, and delivered holistic business view through reporting, comparative analytics, and FP&A models.

- ➔ **Established and socialized global FP&A process and workflow within Oracle/Hyperion**, delivering 3-year P&L with advanced comparative analytics that provided unprecedented visibility into portfolio over longer-term horizon.
- ➔ **Extended forecasting capabilities**, empowering CEO with deeper and more dynamic insights by integrating EPS forecast into Hyperion process.
- ➔ **Delivered high-level dashboards, analyses, and performance summaries** that integrated cash generation, spend, and growth across entire business.
- ➔ **Engaged C-suite in high-level discussions** to craft investor story and prepare talking points and key messaging for earnings calls and investor events.

CORGARD CORPORATION, now Big Pharma, Montville, NJ

...Continued

Associate Director, FP&A • 2014 – 2016 | *Finance Lead for Franchise & US Commercial*

Promoted to finance lead for commercial executives and franchise leads. Matured finance infrastructure and served as executive business partner to COO. Gained broad exposure to affiliate, research, and other market activities as liaison to senior franchise/corporate leaders. Delivered monthly P&L to regional sales leadership. Managed team of 4.

- **Addressed complex needs of growing organization** via creation of product portfolio within existing coding structure that enabled unprecedented visibility into revenue/expense by product and region.
- **Partnered with commercial leaders on carving out business unit finance functions** for blockbuster (?) OTEZLA and established Hem/Onc franchise as well as growing Inflation & Immunology (I&I) pipeline.
- **Cultivated strong, cross-border relationships** with functional managers and international finance counterparts to drive transparency, collaboration, and insights.

Senior Manager/Manager, FP&A • 2009 – 2014 | *Business Partner to Global Commercial Org, US FP&A Lead*

Advanced within FP&A organization during period of exponential growth (\$200M revenue growth in 3 years). Consulted with global commercial organization, providing direct client support to senior leaders including heads of global medical affairs, global marketing, and commercial operations.

- **Consolidated local-market P&L** into monthly reporting package for global commercial organization.
- **Handpicked for high-profile regulatory taskforces** in response to aggregate spend and Foreign Corrupt Practices Act.
- **Appointed finance business partner for rising Corgard CEO** and developed suite of bespoke management tailored to business view and decision model.

Senior Analyst, FP&A • 2006 – 2008 | *Budgeting, Forecasting, Expense Management, & Client Support: Sales & Marketing*

Rapidly expanded scope, taking on budgeting, forecasting, expense management, and client support for LATAM, I&I, and other key areas, only 3 years after launch of initial product. Garnered accolades for depth and clarity of insight, earning manager promotion in 2 years.

NATIONAL ASSOCIATION, New York, NY

2003 – 2006

Finance Manager | *Sales & Marketing Business Partner for Global League Headquarters*

Recruited post-MBA as direct report to senior director of finance. Provided insights and underpinning analysis to drive strategic investments and executive decision making for commercial organization. Produced monthly variance, weekly sales reports, and ongoing trend analytics to continually optimize business against KPIs.

Early Career Successes in Finance at

CAPITAL MANAGEMENT – Financial Analyst • 1999 – 2003 | **HARRISON & QUIST – Sales Assistant** • 1996 – 1999

LEHMAN BROTHERS – Junior Analyst • 1994 – 1996

EDUCATION

NEW YORK UNIVERSITY, Stern School of Business, New York, NY | 2005

Master of Business Administration (MBA) in Finance, *Phi Beta Kappa*

RUTGERS, The State University of New Jersey, New Brunswick, NJ | 1994

Bachelor of Business Administration (BBA) in Finance, *cum laude*