

FINANCE

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CAREER PROFILE

M.B.A. in Finance with over ten years combined experience in strategic planning and budgeting; modeling and forecasting; variance analysis; competitive intelligence research; investment analysis; negotiation and contract development. Exceptional talent in analyzing risk-adjusted valuation models for acquisitions, new products, and equity investments. A visual mathematician with an eye for the big picture, strategic trends, forecasting. Computer skills: Excel, PowerPoint, Essbase, SAP, Oracle, basic SAS. Lived in overseas for fifteen months, now completing M.B.A. in Finance. Willing to relocate.

PROFESSIONAL EXPERIENCE

- GPU, INC.** Morristown, New Jersey (1999 – 2002)
Position **Business Development Manager, Strategic Initiatives**
Left for opportunity to live overseas
Job Scope Identified, analyzed, and recommended \$5 to \$100 million strategic growth opportunities including acquisitions, equity investments, e-commerce, joint ventures, and technology start-ups. Performed competitive and business case analysis, financial modeling and valuations. Gathered insights from conferences and trade shows to identify emerging trends. Managed \$3.2 million budget.
Achievements
- Identified US market demand and value chain partners for UK subsidiary product expansion; Resulted in vertical alliances and \$12 million revenue potential.
 - Created financial valuations and managed due diligence activities for company acquisitions of \$50 million and \$75 million using ten-year discounted cash flow techniques, multiples analysis and comparable transactions, calculating NPV, IRR, ROE, ROI, and accretive value, which resulted in formal bids.
 - Researched and collaborated on a \$100 million investment for telecommunication gateways; resulted in a decision to forego investment.
 - Identified accounting error which resulted in an incremental \$1 million of cash available for current investment activities.
- WARNER-LAMBERT, CO.** Morris Plains, NJ (1998-1999)
Position **Senior Financial Analyst, Women's Care Team, Consumer Healthcare**
Job Scope Ensured the achievement of \$150 million in sales and income targets for the Women's Care Team brands: e.p.t, Tucks, and Anusol. Managed budget and marketing expenses, analyzed variances versus plan; performed 12-day financial close, input general ledger entries, and completed balance sheet accrual analysis.
Achievements
- Analyzed financial impact of major product change, set up terms with new contract manufacturer; resulted in product launch and increased contribution.
 - Forecasted sales of \$50 million for two harvest brands; resulting in accurate and timely sales and preventing loss of wholesale customer accounts during product recall and low inventory.
- KRAFT FOODS, INC.** Port Chester, NY (1997-1998)
Position **Business Analyst, Jell-O, Beverage & Desserts**
Job Scope Ensured the achievement of \$350 million Jell-O brand sales and income targets for the refrigerated ready-to-eat category. Modeled brand acquisition and new product valuations using discounted cash flow techniques measuring NPV and IRR for New Product Development team in support of Jell-O brand initiatives. Performed ad-hoc data and P&L analysis to optimize contribution margin and increase growth. Created and managed operating budgets, reports, and variances.
Achievements
- Analyzed SKU-level product returns using Nielsen database metrics, identified issues causing inventory write-offs, and recommended changes to field sales and brand marketing; resulted in ongoing annual savings of \$1.2 million.
 - Created "buy versus build" valuation model using ten year discounted cash flow analysis measuring NPV and IRR; resulted in internal development and second year gross revenues of approximately \$40 million.
 - Created new product P&L and performed scenario analysis for long-range plan; resulted in an incremental \$29 million in gross revenue with a 31% profit margin second year of introduction.
- REVLON, INC.** New York, NY (1995-1997)
Position **Associate, Corporate Development**
Job Scope Supported business development and investment activities of Corporate Development. Researched databases, trade publications, and market reports; performed ad-hoc research and data analysis for executive management in support of acquisitions, licensing, technology development, and divestitures. Exhibited at trade shows to identify market segments and emerging trends.
Achievements
- Marketed a "white space opportunity" for a new packaging technology at trade shows and conferences; resulted in a licensing agreement with a high volume beverage manufacturer in Canada.
 - Wrote domestic and international offering memorandums; resulted in two fragrance brand licenses and one cosmetics and skin care brand divestiture.
 - Coordinated due diligence activities for acquisitions and a \$47 million spin-off; resulted in accurate and timely decision processes.
- SWISS BANK** New York, NY (1992-1995)
Position **Sales Assistant, Foreign Exchange Trading Desk**

EDUCATION

M.B.A. Finance, December 2003, Zarb School of Business, Hofstra University, Hempstead, NY

B.A. Economics, June 1991, State University of New York at Buffalo, Amherst, NY

HONORS / LEADERSHIP / TRAVEL:

- Beta Gamma Sigma International Honor Society; Fellowship Recipient; 3.7 GPA
- President, Graduate Women In Business, Hofstra University for two semesters
- Treasurer, American Women's Association of Singapore (*SG\$1.3 million turnover*)
- Travel: Singapore, China, Thailand, Malaysia, Indonesia, Australia, New Zealand, England